

# OLATHE

## ECONOMIC DEVELOPMENT COUNCIL

Business Retention  
& Expansion  
4th Quarter 2018



This Report is Sponsored By:



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**OLATHE ECONOMIC DEVELOPMENT COUNCIL  
BUSINESS RETENTION AND EXPANSION REPORT  
SEPTEMBER 2018**



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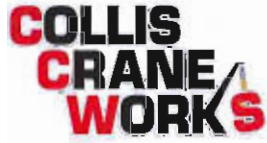
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**OLATHE ECONOMIC DEVELOPMENT COUNCIL  
BUSINESS RETENTION AND EXPANSION REPORT  
NOVEMBER 2018**



**OLATHE ECONOMIC DEVELOPMENT COUNCIL**  
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**FOURTH QUARTER 2018 COMPANY VISITS**  
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Company: DH Pace  
 Address: 1901 E. 119th Street,  
 Olathe, KS 66061  
 Contact: Chris Mann, EVP & CIO  
 Employees: 460

**Highlights:**

- ❖ DH Pace is a leading distributor, installer and service provider of residential and commercial entry & overhead doors as well as specialty doors such as airplane hangar doors. They have been an authorized distributor partner with the Overhead Door Corporation since 1926. The Olathe facility serves as the company's new headquarters;
- ❖ Own and occupy the 194,958-sf office & distribution building located on 119<sup>th</sup> Street west of Renner;
- ❖ 4Q conversations regarding the company's continued growth nationally. 11/1 meeting with Chris to discuss Olathe 2040 initiative.



Company: Reliable Caps, LLC  
 Address: 1001 West Old 56 Highway  
 Olathe, KS 66061  
 Contact: Cameron Manuel, GM  
 Employees: 30

**Highlights:**

- ❖ Own and occupy a 90,248-sf industrial building on 9.71 acres at the southwest corner of Lone Elm and Old 56 Highway;
- ❖ For over 40 years, Reliable Caps has been manufacturing plastic caps for food, spice, condiment, promotional, personal care, chemical, and agricultural markets. Their Olathe plant has over 20 injection molding machines ranging from 28-ton to 400-Ton capacity;
- ❖ 9/26 meeting with Cameron regarding redevelopment along the Lone Elm corridor.



Company: Nabholz Construction  
 Address: 1707 E. 123<sup>rd</sup> Terr., Olathe, KS 66061  
 Contact: Jon Pahl, President-Midwest Region  
 Employees: 75 (1,050 nationally)

**Highlights:**

- ❖ Founded in 1949, Nabholz is one of the largest construction companies in the region. Nabholz performs construction projects of all sizes, complexities, & client types & offers professional preconstruction services to assist owners in budgeting & developing their projects. Nabholz is consistently ranked amongst the top builders including national rankings in healthcare, data centers, telecom, education, & manufacturing/industrial projects;
- ❖ Own & occupy a 9,750-sf building on 1.08 acres within the Rosehill North Business Park;
- ❖ 11/21 recurring meeting with Jon.



Company: Terracon  
 Address: 18001 W. 106th Street, Suite 300 Olathe, KS 66061  
 Contact: Cale Wilson, Office Manager  
 Employees: 205

**Highlights:**

- ❖ Founded in 1965 and headquartered in Olathe, Terracon is one of the largest engineering consulting firms with over 3,500 employees in 140 offices in 40 states. The company has continued its rapid expansion and projects adding 80 new KS jobs over the next five (5) years. Terracon was ranked #12 in Engineering News-Record's 2016 list of Top 500 Design Firms- General Building;
- ❖ Occupy a newly completed 65,000-sf building within Corporate Ridge;
- ❖ 4Q18 meetings with Cale Wilson & Stan Meyers, Client Development Manager and 11/8 open house at Terracon's Lenexa facility.



Company: Canyon Stone  
 Address: 550 East Old 56 Highway  
 Olathe, KS 66061  
 Contact: Jason Cohorst & Wylie Saulsbury, co-founders  
 Employees: ±200

**Highlights:**

- ❖ Launched in 1999, Canyon Stone has quickly grown to be the largest stone manufacturer in the metro. They have an additional plant in NC and office in Orlando. They were acquired by Ply Gem in 2015;
- ❖ Own & occupy an 82,002-sf location on 9.08 acres off Old Hwy 56 & I-35. Recently expanded into an additional 15,000-sf within their current building;
- ❖ 9/20 catch-up meeting with Wylie, regarding Olathe economic development activity.



Company: Olathe Glass & Home Decor  
 Address: 510 East Santa Fe Street,  
 Olathe, KS 66061  
 Contact: Rebecca Shipley, Owner  
 Employees: 25

**Highlights:**

- ❖ Olathe Glass and Home Décor has been providing Kansas City with custom-cut glass from downtown Olathe since 1977. The décor business sells custom items for home construction, remodeling and decorating;
- ❖ Own & occupy 14,300-sf showroom & warehouse on 1.15 acres in downtown Olathe;
- ❖ 4Q18 meetings with Rebecca and her husband, Bob, regarding their planned expansion of the Olathe Home Décor business. They have recently acquired homes north of their current location.

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Company: Honeywell International, Inc.  
Address: 23500 W. 105th Street,  
Olathe, KS 66061  
Contact: David Nelson, Senior Technical  
Manager  
Employees: 900

**Highlights:**

- ❖ Honeywell is a Fortune 100 company with ±\$36B in global revenues and a global workforce in excess of 130,000. Honeywell is also one of Olathe's largest employers, including 200 engineers. Their portfolio spans aviation & defense, fire protection, energy efficiency, healthcare, oil & gas, building construction, & maintenance;
- ❖ Own and occupy a ±735,000-sf manufacturing facility located on 50.52 acres at the southwest corner of K-10 and K-7 Highway;
- ❖ 11/7 meeting with HR directors and Olathe consultant regarding the city's 2040 initiative.



Company: Harmon Construction  
Address: 18989 West 158th Street,  
Olathe, KS 66062  
Contact: Tim Harmon, president  
Employees: 30

**Highlights:**

- ❖ Harmon Construction, founded in 1987, is an Olathe-based firm specializing in construction management, design-build, general contracting, and integrated project delivery across a 200-mile radius. Recent jobs include the Olathe Medical Center Hospice House, Carondelet Manor, Villa St. Joseph, Olathe Ford, & St. Joseph's Medical;
- ❖ Own & occupy two 8,250-sf buildings, totaling 16,500-sf, on 1.88 acres in Mahaffie with the ability to construct another 35,000-sf build-to-suit;
- ❖ 11/19 recurring meeting with Tim to discuss Olathe economic development activity.



Company: Garmin International  
Address: 1200 E 151st Street  
Olathe, KS 66062  
Contact: Laurie Minard, Vice President,  
Human Resources  
Employees: 3,600

**Highlights:**

- ❖ 25 years ago Garmin was founded by Gary Burrell and Min Kao with 8 employees. The company grew to 1,000 employees in 10 years. The firm has roughly 3,600 employees in Olathe and 10,000 employees worldwide. They are currently underway on significant real estate and employment expansion on their Olathe campus;
- ❖ Own and occupy approximately 1.2 million square feet on 42 acres within Gateway Business Park at 151<sup>st</sup> & Ridgeview,
- ❖ 10/26 meeting with Laurie to discuss Olathe's 2040 initiative.



Company: Landworks Studio  
Address: 102 S. Cherry, Olathe, KS 66061  
Contact: Carisa L. McMullen, Principal  
Employees: 7

**Highlights:**

- ❖ Founded in 2000, Landworks Studio is a woman-owned landscape architecture firm "focused on creating great places for people". Project types include park designs, site planning, streetscapes and landscape planting plans. Current clients include Johnson County Park and Recreation Department, the cities of Olathe, Edgerton, Kansas City, MO, Warsaw, Dodge City, a few developers and several architecture and engineering partners in the metro;
- ❖ Own and occupy space within the historic 5,377-sf Patrons Building located at the southeast corner of Park and Cherry;
- ❖ 10/1 meeting with Carisa to discuss downtown ED activity.



Company: Convergys  
Contact: Susan Brown, HR Manager  
Address: 400 N. Rogers Road,  
Olathe, KS 66062  
Employees: 400

**Highlights:**

- ❖ In 2014, Convergys, the largest U.S call center company completed its \$820m merger with 5stream Global, making Convergys the second largest call center company in the world. Convergys now has 125,000 employees in more than 150 locations in 31 countries, speaking 47 languages;
- ❖ Lease 68,090 square feet within a 97,720-sf building situated on 6.13 acres in United Industrial Park located at the northeast corner of Rogers and Spruce;
- ❖ 4Q18 discussion with Susan regarding workforce including the announced closing of neighbor Hooper Holmes.



Company: Farmers Insurance  
Address: 17150 118th Terrace  
Olathe, KS 66061  
Contact: Jeff Bell, Head of Claim Contact  
Centers  
Employees: >2,000

**Highlights:**

- ❖ Farmers is the 3rd largest insurer in the U.S with more than 20 million individual policies. Farmers came to Olathe in 2001 with roughly 500 jobs and has since grown to be one of the city's largest employers;
- ❖ Occupy approximately 573,215-sf of office space at 119<sup>th</sup> & Renner and 105<sup>th</sup> & Ridgeview;
- ❖ 11/2 meeting with Jeff Bell and Leigh Barnhart, Shockey Consulting Group, to discuss the City of Olathe's 2040 initiative.

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Company: Husqvarna Construction Products  
 Address: 17400 W 119th Street  
 Olathe, KS 66061  
 Contact: Debbie Slocum, HR Director  
 Employees: 130

**Highlights:**

- ❖ The Husqvarna Group is the world's largest producer of outdoor power products including robotic mowers, garden tractors, chainsaws and trimmers. Husqvarna was spun off from Swedish firm Husqvarna Vapenfabriks Aktiebolag in 1959. The company's Olathe office serves as the firm's North American regional HQ;
- ❖ Own and occupy a 174,007-sf industrial building on 19 acres near 119<sup>th</sup> & Renner;
- ❖ 11/19 conversation with Debbie regarding PacSun announcement.



Company: Custom Storefronts, Inc.  
 Address: 1490 West Ironwood Street,  
 Olathe, KS 66061  
 Contact: Jon Roberts, owner  
 Employees: 47

**Highlights:**

- ❖ Custom Storefronts provides high quality metal and wood products for the retail industry. The company grew from 16 to 47 employees (~300% growth) in two years. Changing retail environment has affected storefronts.
- ❖ Own & occupy a 34,600-sf build-to-suit completed in January 2013, & located on 2.05 acres south of Old Highway 56 and adjacent to the east of Lone Elm. Expanded into a new 19,500-sf facility south of their existing building;
- ❖ 9/13 meeting with Jon, Eric Hughes (Strickland Construction), and Tim McKee regarding ED activity.



Company: SPX Cooling Technologies, Inc.  
 Address: 1200 Marley Road,  
 Olathe, KS 66061  
 Contact: Stephen Rhorer, Director of  
 Operations - Americas  
 Employees: 300

**Highlights:**

- ❖ SPX Cooling Technologies is one of the largest manufacturers of cooling tower and condensers. The publicly traded company acquired the Marley Cooling Tower Company in 2001. Marley opened its Olathe plastics plant in 1966. They opened a machining plant in Olathe in 1969;
- ❖ Own and occupy roughly 250,000-sf of manufacturing space on ±30.1 acres on Marley Road to the west of South Lone Elm;
- ❖ 11/27 call with Joey Henry, Talent Sourcing Manager, regarding workforce expansion and PacSun announcement.



Company: PerfectCube  
 Address: N/A  
 Contact: Mark Calhoun, co-founder  
 Employees: 2

**Highlights:**

- ❖ Home-based Olathe start-up, PerfectCube is a software developer focused on providing "big data to small retailers." The co-founders' last venture, Etelligent Consulting, offered back-office consulting services. It sold to Charles Schwab in 2007. PerfectCube has presented at Kauffman's 1 Million Cups and is the first recipient of Digital Sandbox Olathe, which provides grant funding to local entrepreneurs;
- ❖ 9/24 meeting with Mark, Jeff Shackelford (Digital Sandbox), and Chip Johnson (Builder Designs) regarding Digital Sandbox Olathe.



Company: TVH Parts Co.  
 Address: 16355 S Lone Elm Road,  
 Olathe, KS 66062  
 Contact: Bryan Brazil, HR Director  
 Employees: 525

**Highlights:**

- ❖ Begun as an agricultural and construction equipment sales and maintenance company in Belgium in 1969, TVH has become the only aftermarket parts company on every continent. Since 2005, workforce at the TVH Americas headquarters in Olathe has more than doubled. They expanded their HQ building by 100,000-sf and 215,000-sf in 2007 and 2013, respectively;
- ❖ Own and occupy a ±552,180-sf building on ±24 acres at the northeast corner of 164<sup>th</sup> and Lone Elm;
- ❖ 4Q18 conversations regarding their current office and industrial expansion and PacSun announcement.



Company: Merit Construction  
 Address: 16400 West 118th Terrace  
 Olathe, KS 66061  
 Contact: Don Crabtree, Owner  
 Employees: 15

**Highlights:**

- ❖ Merit General Contractors is a full service general contractor, design builder, and construction manager that has been building retail, office, industrial, and multi-family real estate projects since 1991. Projects include I-35 Logistics Park, Epic Indoor Sports, & Amazon's Fulfillment Center. Merit and Barsto merged in 2015;
- ❖ Own & occupy an 8,004-sf flex building on 0.86 acres northwest of 119<sup>th</sup> and Ridgeview;
- ❖ 10/16 recurring meeting with Don to discuss Merit and Barsto projects in Olathe.

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Company: Structura, Inc.  
Address: 19922 W. 162nd Street,  
Olathe, KS 66062  
Contact: Derek Seitz, CEO  
Employees: 15

**Highlights:**

- ❖ Founded in 2008, Structura is an Olathe-based designer and manufacturer of custom public lighting, light poles, and site furnishings primarily for corporate and municipal clients. Structura's work can be seen at high profile venues including Baltimore harbor, Tulsa Riverwalk, and Wrigley Field;
- ❖ Occupy roughly 20,000-sf within a 21,620-sf flex building located on two acres at the northwest corner of 162<sup>nd</sup> Street & Highway 169;
- ❖ 4Q18 meetings with Derek regarding potential expansion/relocation to as much as 80k-sf at lease's end.



Company: Allegion Plc  
Address: 2119 E. Kansas City Road  
Olathe, KS 66061  
Contact: Charlotte Scholze, HR Manager  
Employees: ±170

**Highlights:**

- ❖ Allegion is a provider of security products and solutions for homes, businesses, & bikes. It makes 31 global brands including Schlage & Kryptonite. Allegion spun off from Ingersoll Rand in 2013 and became a standalone, publicly traded company on the S&P 500. Globally, the company employs roughly 8,000. The company is expanding rapidly in Olathe;
- ❖ Occupy a 300,000-sf building situated on roughly 14.40 acres behind the Furniture Mall of Kansas west of Renner and KC Road;
- ❖ 10/10 meeting with Allegion HR and 10/23 Open House event.



Company: Topcon | Sokkia  
Address: 16900 W. 118th Terrace  
Olathe, KS 66061  
Contact: Peggy Pierce, Site Manager  
Employees: 52

**Highlights:**

- ❖ Sokkia and Topcon manufacture GIS and GPS devices for the surveying industry. Topcon was founded in Japan more than 85 years ago. Sokkia was founded in Japan more than 100 years ago. The two companies merged in 2008 to form the world's largest surveying equipment company;
- ❖ Lease the 61,128-sf flex building located near the northwest corner of 119<sup>th</sup> & Renner;
- ❖ 11/28 catch-up with Peggy regarding PacSun announcement.



Company: Bedrock Concrete, LLC  
Address: 19945 W. 157th Street  
Olathe, KS 66062  
Contact: Jon Rhoades & Beau Hahn, owners  
Employees: 110

**Highlights:**

- ❖ Bedrock Concrete has quickly grown into a recognizable name in commercial concrete with projects at Kansas Speedway, Arrowhead Stadium, and Kansas State University. The company also operates Blue Line Express, providing firearms and gear for first responders and Blue Diamond Cutting and Coring, which leases construction equipment;
- ❖ Occupy a 9,970-sf industrial building at 157<sup>th</sup> and Hwy 169. The company is currently building 60k-sf adjacent to the west;
- ❖ 4Q18 calls regarding their expansion.



Company: Kansas Rush Soccer Club  
Address: 623 North Lindenwood Drive  
Olathe KS 66062  
Contact: Chip Jones, program administrator  
Employees: 15

**Highlights:**

- ❖ With current membership in excess of 30,000, Rush Soccer is the largest youth soccer club in the U.S. Kansas Rush, based in Olathe, has over 2,500 youth soccer players;
- ❖ Lease 1,800-sf within the 20,520-sf Indian Trails Shopping Center at the southeast corner of 151<sup>st</sup> and Ridgeview. Brandon Becker, Builder Stone, completed a 25,000-sf indoor facility for Rush behind his building on North Rogers Road;
- ❖ 4Q calls with Chip Jones, Rush Soccer program administrator, to discuss Rush's new indoor facility.



Company: FedEx SmartPost  
Address: 22161 W. 167th Street  
Olathe, KS 66062  
Contact: Tamron LeSure, HR Officer  
Employees: 400

**Highlights:**

- ❖ FedEx was founded in Memphis in 1971 and currently employs over 300,000 worldwide. FedEx SmartPost, a wholly owned subsidiary, employs over 55,000. The division was founded in 2004 when FedEx purchased Parcel Direct;
- ❖ Occupy roughly 380,000-sf within the 603,350-sf industrial building located near the southwest corner of 167<sup>th</sup> & Lone Elm. FedEx Ground occupies the 305,000-sf distribution facility immediately west of FedEx SmartPost;
- ❖ 11/27 call with Tamron regarding PacSun announcement.



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**Olathe Latino Coalition**

Company: The Olathe Latino Coalition  
Address: 12480 S. Blackbob Road  
Olathe, KS 66062  
Contact: Mary Lou Jaramillo, chair  
Employees: 25 (committee members)

**Highlights:**

- ❖ The Olathe Latino Coalition (OLC) was founded in the fall of 2011 to help shape a response to Olathe Mayor Copeland's request for help in addressing the needs of the Latino community in Olathe. The OLC is comprised of diverse organizations residing in or working with Olathe's sizable Latino population;
- ❖ 4Q18 monthly presentations on education and workforce focused on minority populations given by various K-12 and higher education resources in the Kansas City metropolitan area.



Company: BSM Residential  
Address: 616 N. Rogers Road,  
Olathe, KS, 66062  
Contact: Brandon Becker, CEO  
Employees: 70

**Highlights:**

- ❖ BSM Residential was founded in 2008. Initially, the business operated as a Centurion dealer. In 2009, they expanded into installation and resale of other masonry products. By 2011, the company had become one of Kansas City's leading stone and stucco suppliers. Employment has grown from 20 to 70 FTE's within 3 years;
- ❖ Own an 11,956-sf building on 1.56 acres south of North Lindenwood & fronting Rogers Road;
- ❖ 4Q18 meetings with Brandon regarding tenants for his recent construction on ground located southeast of his existing building.



Company: Manning Construction Company  
Address: 1708 East 123rd Street,  
Olathe, KS 66061  
Contact: Tom Manning, President  
Employees: 20

**Highlights:**

- ❖ Launched in 1995, Manning Construction has grown to be an award winning construction company providing construction management, design/build, and GC services for education, historic preservation, government, entertainment, religious, retail, & industrial projects;
- ❖ Own & occupy a 7,920-sf flex building on 0.69 acres off Kansas City Road in Rosehill North Business Park;
- ❖ 11/8 catch-up meeting with Tom to discuss Manning Construction projects, potential sublessees, for his building, and Olathe economic development activity.



Company: Crosstrails Brewing Co.  
Address: To Be Determined  
Contact: Don Kempin, co-founder  
Employees: TBD

**Highlights:**

- ❖ The Crosstrails Brewing Co. is a startup brewery founded by Kansas Citians with links to other successful brewhouses and restaurants including McCoy's Public House, Founders, Beer Kitchen, Rock & Run Brewery, Café Gratitude, Louie's Wine Dive, Yahooz and Via Via's. The brewers are focused squarely on bringing the brewery to Olathe; preferably downtown Olathe;
- ❖ 4Q18 meetings with Don regarding potential downtown Olathe locations, investors, and incentives.

**bcDESIGNGROUP**

Company: BC Design Group  
Address: 100 E. Park St #202,  
Olathe, KS 66061  
Contact: Brooke Cinalli & Kurt Broeckelmann, partners  
Employees: 6

**Highlights:**

- ❖ Downtown Olathe-based interior design firm focused on commercial projects spanning retail, office, religious, hospitality, government, and healthcare with a significant amount of experience in hospital interiors. Featured interiors include Culinary & Craft School in Branson, Western Missouri Medical Center, University of Missouri Healthcare, and multiple projects for Fitzgibbon Hospital in Missouri;
- ❖ Lease space within the 37,169-sf Park Cherry Office/Retail Building;
- ❖ 9/5 meeting with Brooke to discuss economic development activity.

**Hayes**  
**TOOLING | PLASTICS**

Company: Hayes Tooling & Plastics  
Address: 640 South Rogers Road,  
Olathe, KS 66062  
Contact: Mario Zarlengo, president  
Employees: 10

**Highlights:**

- ❖ Hayes Tooling & Plastics, has been based in Olathe for more than fifty years and part of the KC Metro area for over sixty years. The company manufactures custom plastic objects for third parties. They are largely involved in plastic production for the U.S. military. They ship a large quantity of products internationally;
- ❖ The company owns and occupies an 8,835-sf industrial building located just east of I-35 on 1.04 acres in the Havencroft Business Park;
- ❖ 10/24 meeting with Mario Zarlengo, new president of Hayes Tooling.

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Company: Park Street Pastry  
Address: 103 East Park Street, Olathe, KS 66061  
Contact: Doug Flick, founder  
Employees: 5

**Highlights:**

- ❖ Pastry Chef, Doug Flick, spent 17 years at the JCCC Culinary School before retiring to start Park Street Pastry, which opened in downtown Olathe in Spring 2018. Chef Flick specializes in wedding cakes and French pastries. He will also offer cooking classes at his downtown location;
- ❖ Lease ±500-sf w/in the 5,732-sf building located on the southeast corner of Park and Cherry;
- ❖ 4Q18 meetings with Doug regarding a potential second location for Park Street in Olathe.



**PHELPS ENGINEERING, INC**

Company: Phelps Engineering  
Address: 1270 N. Winchester Street, Olathe, KS 66061  
Contact: Harold Phelps, president  
Employees: ±40

**Highlights:**

- ❖ At peak, PEI employed 47 people. Staff was downsized during the economic downturn. However, the company remained one of the only metro firms with residential assignments throughout the downturn. Since the downturn, they have grown from 17 to 40 employees and continue to hire;
- ❖ Own and occupy 100% of 9,092-sf building situated on 1.34 acres within the Rosehill North Business Park;
- ❖ 10/22 meeting with Harold and Tim to discuss various PEI projects in Olathe.



Company: POUR Coffeehouse  
Address: 11120 S. Lone Elm Road, Olathe, KS 66061  
Contact: Nicole Cagle, co-founder  
Employees: 8

**Highlights:**

- ❖ Founded by Olathe husband & wife team, Nicole and Braedon Cagle, POUR Coffeehouse has focused on delivering quality cuisine and coffee drinks since the café was founded three years ago. The company is growing rapidly and the couple is currently exploring expansion opportunities;
- ❖ Lease 2,000-sf w/in the 40,000-sf strip center located at the southwest corner of College and Lone Elm;
- ❖ 4Q18 meetings with Nicole regarding potential Olathe locations for a second POUR Coffeehouse.



Company: HiPower Systems  
Address: 16600 S. Theden Street Olathe, KS 66062  
Contact: Sam Silva, COO  
Employees: ±40

**Highlights:**

- ❖ HiPower, a division of Chinese conglomerate Yanmar, acquired VanTrust's 515,000-sf building in 2017 as part of a \$42M expansion and relocation. HiPower assembles power distribution and power generation equipment for residential, commercial, and industrial clients. They came to Lenexa with 1 employee in 2004. They recently opened in Olathe with 40 employees with plans to grow workforce by an additional 75;
- ❖ Own and occupy the 515,000-sf industrial building on 30.9 acres at the northeast corner of Lone Elm & 167<sup>th</sup>;
- ❖ 10/16 grand-opening with Mayor Copeland and Congressman Yoder.



Company: Next to Nature, LLC  
Address: 11785 Conley, Olathe, KS 66061  
Contact: David Ward, co-founder  
Employees: 60 (peak season)

**Highlights:**

- ❖ Next to Nature offers residential and commercial clients located throughout the metro with over 40 years of combined experience in landscape design and installation. It has since won multiple landscape awards;
- ❖ Own & occupy a converted 1,756-sf single family residence situated on 1.82 acres northeast of 119<sup>th</sup> & Renner. The company owns the adjacent 1.51 acres which has a 1,144-sf residence, and the 1.22 acres north with a 3,240-sf warehouse;
- ❖ Led a 10/24 lunch and learn event with Next to Nature leadership and business development officers.



Company: ABC Supply Co. Inc.  
Address: 705 S Kansas Avenue, Olathe, KS 66061  
Contact: Mark Singer, Asset Manager  
Employees: 15

**Highlights:**

- ❖ Based in Beloit, Wisconsin, ABC Supply Company is one of the largest privately held companies supplying roofing, windows, gutters, and siding, for residential and commercial markets across the U.S. They have over 600 stores and employ more than 12,000 nationwide;
- ❖ Own and occupy 34,515-sf on 1.79 acres on the west side of Kansas Avenue at Olive Street to the south of downtown Olathe;
- ❖ 4Q18 calls with ABC's corporate office regarding planned expansion.

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Company: RoKC Olathe  
 Address: 623 N. Central Street,  
 Olathe, KS 66061  
 Contact: Frank & Andrew Potter,  
 co-founders  
 Employees: TBD

**Highlights:**

- ❖ RoKC is a locally owned climbing gym company created by brothers Andrew and Frank Potter after Andrew, a former Army Ranger, served his second tour in Afghanistan. They opened their first 15,000-sf facility in North Kansas City in 2016;
- ❖ Underway on a 36,124-sf facility within Rose's Parkside Business Park at the southeast corner of Ridgeview & KC Road, across the street from the Olathe Community Center;
- ❖ 4Q18 meetings regarding ROKC's expansion into Olathe.



Company: K-State | Olathe  
 Address: 22201 W. Innovation Drive  
 Olathe, KS 66061  
 Contact: Dean Vakas, COO  
 Employees: 40

**Highlights:**

- ❖ K-State Olathe is dedicated to education related to animal health and food science and other programs in K-State's expertise areas. The campus also offers a wide range of professional development programming that can be tailored to industry's needs. Topics range from leadership to professional skills to scientific subject matter. The campus was established to help solve relevant problems through applied research and development.
- ❖ Occupy 108,000-sf on 38 acres within the 92-acre Kansas Bioscience Park;
- ❖ 9/24 meeting with KSU|Olathe team and Digital Sandbox regarding new partnership opportunities.



Company: Junque Drawer Boutique  
 Address: 233 S. Cherry, Olathe, KS 66061  
 Contact: Jane Hosey-Stern, owner  
 Employees: 2

**Highlights:**

- ❖ The 3-year old Junque Drawer Boutique & Studio sells eclectic jewelry, apparel, home decor and gifts out of its nine-room shop. Junque Drawer also hosts regular art classes & parties;
- ❖ March 2014 acquisition of a ±2,332-sf home located at the corner of Cedar & Cherry in downtown Olathe. Previously leased a 2,748-sf home located near the southwest corner of Ridgeview & College;
- ❖ 10/25 tour with Hannah (daughter) of the new building located adjacent to the south.

# PAC SUN

Company: Pacific Sunwear of California  
 Address: 21800 W 167th Street,  
 Olathe, KS 66062  
 Contact: Kris Karstetter, HR Director  
 Employees: 121

**Highlights:**

- ❖ In 1980, PacSun started as a small surf shop in Newport Beach, CA. The California inspired clothing company grew to include more than 700 stores across the U.S before filing for bankruptcy in 2016. PacSun was acquired by Golden Gate Capital in April 2016;
- ❖ Occupy a 446,929-sf distribution center on 70.03 acres at the corner of 167<sup>th</sup> and Lone Elm. The building was built when the company consolidated distribution operations in 2007;
- ❖ 4Q catch-up meetings with Kris regarding PacSun's facility in Olathe and its current workforce.



Company: Collis Crane Works  
 Address: 100 S. Paniplus Dr. Olathe, KS 66061  
 Contact: Rick Smith, president  
 Employees: 30

**Highlights:**

- ❖ Olathe-based Collis CraneWorks specializes in selling & custom manufacturing of truck-mounted cranes and related equipment for the construction, oil & gas, and railroad industries. Collis has additional locations in Denver, Detroit, Houston, Alberta, & Calgary. Collis Crane Works has grown from 7 employees to 30 employees since October 2012;
- ❖ Own a 109,000-sf industrial facility on a 22.51 acre site on the west side of Lone Elm south of Old 56 Highway. The site is served by two rail spurs;
- ❖ 4Q18 conversations regarding real estate development and 11/28 conversation with HR re: PacSun.



Company: Foody's Restaurant  
 Address: 18595 W. 151st Street  
 Olathe, KS 66062

Contact: Frank Furstenberg, II & III, co-founders  
 Employees: 18

**Highlights:**

- ❖ Foody's is a family owned fast casual restaurant concept founded by a father and son team with over 40 years as a franchisee and 8 years as a corporate VP in the food business;
- ❖ Lease space within the 16,587-sf Brentwood Plaza Shopping Center located on 2.03 acres near the southwest corner of 151<sup>st</sup> and Ridgeview;
- ❖ 10/12 meeting with Frank Furstenberg II regarding monument signage.

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Company: Conrad Fire Equipment  
 Address: 887 N. Jan Mar Court,  
 Olathe, KS 66061  
 Contact: Paul Schultz, president  
 Employees: 13

**Highlights:**

- ❖ Based in Olathe, Conrad Fire Equipment has been servicing and selling fire apparatus and equipment since 1985. The company services public safety equipment throughout Kansas, Oklahoma, and Missouri. Conrad Fire also sells firefighting and public safety equipment and parts for over 700 vendors and manufacturers;
- ❖ Own and occupy a 7,200-sf industrial building situated on 0.61 acres to the south of the KC Road & Jan-Mar intersection;
- ❖ 4Q18 meetings with Paul and his staff regarding Conrad Fire's continuing growth in Olathe.



Company: LynnCo LLC  
 Address: 14830 W. 117<sup>th</sup> Street,  
 Olathe, KS 66062  
 Contact: Jeff Lynn, owner  
 Employees: 1

**Highlights:**

- ❖ Lynnco is the commercial real estate company owned by Jeff Lynn, the founder of Kantronics, an Olathe-based wireless data controller manufacturer. Jeff is also husband of Senator Julia Lynn;
- ❖ Owns a ±54,090-sf industrial building located on ±1.77 acres within North Olathe Business Park near 117<sup>th</sup> & Black Bob;
- ❖ 9/17 meeting with Jeff regarding his building as a potential for KBA building tenants. Jeff currently has roughly 18,000-sf available.



Company: Orizon Aerostructures  
 Address: 801 W Old 56 Highway,  
 Olathe, KS 66061  
 Contact: Charlie Newell, CEO  
 Employees: ~400

**Highlights:**

- ❖ Orizon Aerostructures is a high-tech manufacturer of complex subassemblies for commercial, military/defense and general aviation clients. The company has six major manufacturing and assembly facilities across the Midwest;
- ❖ Orizon recently announced the acquisition of Opus's 205,000-sf spec industrial building in the 56 Commerce Center Industrial Park at Old 56 Highway and Lone Elm;
- ❖ 11/29 conversation with Orizon HR staff regarding staffing needs and PacSun announcement.



Company: Builder Designs  
 Address: 125 S. Kansas Avenue,  
 Olathe, KS 66061  
 Contact: Chip Johnson, president  
 Employees: 43

**Highlights:**

- ❖ Builder Designs is a full-service internet marketing agency started in 2007 and serving developers and home builders across the U.S. Local clients include Rodrock, Sallee Homes, Covenant, Prieb, & Briarcliff;
- ❖ Own & occupy 100% of their ±6,000-sf building in downtown Olathe. Expanded by an additional 3,500-sf adjacent to the north of their building;
- ❖ 4Q18 meetings with Chip on company growth and 9/24 meeting with Jeff Shackelford (Digital Sandbox), and Mark Calhoun regarding the Digital Sandbox Olathe platform.



Company: Red Crow Brewing Company  
 Address: 1062 W Santa Fe St, Olathe, KS 66061  
 Contact: Mistie & Chris Roberts, co-founders  
 Employees: 6

**Highlights:**

- ❖ Three-year-old Red Crow Brewing Company is a craft brewery owned by Olathe residents Chris and Mistie Roberts. They launched in Spring Hill, but relocated to Olathe in early 2018;
- ❖ Leased the former Dipman Auto Service Center located within the S3,460-sf neighborhood center at the northeast corner of Santa Fe & K7 Highway;
- ❖ 4Q18 meetings with Mistie and Chris and their architect regarding their Olathe expansion.



Company: Stonelock Global  
 Address: 101 N. Church Street,  
 Olathe, KS 66061  
 Contact: Colleen Dunlap, CEO & Co-Founder  
 Employees: 18

**Highlights:**

- ❖ Stonelock Global is a software company started by a wife and husband team in 2011. The company creates and sells biometric access control software and hardware to companies as significant as those on the Fortune 100 list. Stonelock moved to Olathe in 2016;
- ❖ Own and occupy a 3,579-sf flex building located near the southwest corner of Church and Santa Fe;
- ❖ 4Q18 expansion conversations.

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Company: Robert Brogden Buick/GMC  
Address: 1500 E. Santa Fe Street  
Olathe, KS 66061  
Contact: Robert Brogden, Owner  
Employees: 70

### Highlights:

- ❖ Founded in the early 1990's, State Avenue Auto Plaza officially became Robert Brogden Olathe Pontiac Buick GMC Truck, Inc. in 1995. It was shortened to its current name in 2011. The dealership is touted the "Midwest's #1 Volume Leader";
- ❖ Own & occupy a 15,356-sf building on 4.81 acres to the west of I-35 on Santa Fe. Completed significant building modernization in late 2012;
- ❖ 4Q18 conversations with Brogden employees and City of Olathe regarding expansion to the lot west of their existing dealership.



Company: S&S Activewear  
Address: 15400 Green Rd, Olathe, KS 66061  
Contact: Ben Mccollum, Operations Mgr.  
Employees: 250

### Highlights:

- ❖ Founded in 1988 and headquartered in Illinois, S&S Activewear is a national apparel wholesaler representing more than 60 brands. The company has over 1.5M-sf of warehouse space with locations in Bolingbrook, IL; Santa Fe Springs, CA; Robbinsville, NJ; and Olathe, KS;
- ❖ Lease 473,000-sf within the 821,000-sf multi-tenant industrial building located in the I-35 Logistics Park off of 155th & Old Highway 56;
- ❖ Introductory meeting and HR discussion with Ben and Tracy Crabill, HR Coordinator, on 11/29.



Company: Hooper Holmes  
Address: 560 N. Rogers Rd, Olathe, KS 66062  
Contact: Nancy Shively, Interim HR Director  
Employees: 99

### Highlights:

- ❖ Hooper Holmes Inc. is a national health risk assessment provider serving the insurance, wellness and healthcare companies through 275 locations nationwide and in the United Kingdom. The company filed bankruptcy and sold its assets to Summit Health, a subsidiary of Quest Diagnostics. Hooper Holmes will close 12/31;
- ❖ Occupy roughly 15,000-sf within the 210,861-sf industrial building in Lindenwood Business Park;
- ❖ 4Q18 conversations with the corporate and local offices regarding the closing of the Olathe office.



Company: Elite Sports Centers Olathe  
Address: 1671 & 2115 E. Kansas City Road  
Olathe, KS 66061  
Contact: Jason Bryson, CEO  
Employees: N/A

### Highlights:

- ❖ Elite Sports Centers Olathe features premier indoor sports facilities with 10 new multi-sport flex courts located at 1671 E. Kansas City Road and youth soccer, baseball, softball, lacrosse and futsal courts at 2115 E. Kansas City Road;
- ❖ Lease the 65,000-sf building located near the southeast corner of N. Mart-Way and KC Road and 250,000-sf building located at the northwest corner of Renner and KC Road;
- ❖ 4Q18 conversations with Jason regarding potential for expedited permitting and tours of both facilities on 10/5.



Company: Rocktops Granite & Stone  
Address: 1140 S. Enterprise St, Olathe, KS 66061  
Contact: Mike Hyer, owner  
Employees: 21

### Highlights:

- ❖ Rocktops Granite and focuses on outdoor living spaces, interior fabrication, and installation of new countertops, tile, stone work, and cabinets. Rocktops acquired Canyon Stone company, Evolve Granite
- ❖ Lease roughly 57,000-sf in an 88,000-sf industrial building near the intersection of Old Hwy 56 & I-35;
- ❖ 10/23 introductory meeting with Mike, Mayor Copeland, Jeff Gifford (Rodrock Homes), and Wylie Saulsbury.



Company: Mark IV Investments  
Address: 130 N. Cherry Street,  
Olathe, KS 66061  
Contact: Andrew Carroll, co-founder  
Employees: 6

### Highlights:

- ❖ Mark IV Investments is a multi-generational commercial real estate development and investment firm started in 1980 in Lincoln, Nebraska. Within the past year, the company has acquired several buildings in downtown Olathe and are focused on making more investments in Olathe;
- ❖ Own and occupy space within the 21,228-sf former Hubbard Law Building located near the southeast corner of Cherry and Santa Fe;
- ❖ 9/14 meetings with Andrew regarding downtown acquisition opportunities.

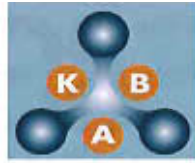
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Company: The Gerson Companies  
 Address: 1450 S Lone Elm Street  
 Olathe, KS 66061  
 Contact: John Hjalmarson, CEO  
 Employees: 250

**Highlights:**

- ❖ The Gerson Companies is a third generation family-owned product design, import and distribution business with over 10,000 active accounts including retailers such as Walmart, Bed Bath & Beyond, & Neiman Marcus. The company is headquartered in Olathe, but has another permanent showroom in Atlanta as well as logistic offices in Hong Kong and China;
- ❖ Own a 488,346-sf industrial building located on 47.16 acres off of Lone Elm & north of 151<sup>st</sup> Street;
- ❖ 4Q conversations with HR regarding staffing needs. Gerson is seeking to grow by 80 employees.



Company: Kansas Bioscience Authority  
 Address: 10900 S. Clay Blair Blvd.  
 Olathe, KS 66061  
 Contact: Julie Sailors, Director of Operations – Venture Accelerator  
 Employees: 1

**Highlights:**

- ❖ The Kansas Bioscience Authority was created by the Kansas Economic Growth Act to grow the region’s bioscience sector. The intent was to make \$420 million available for corporate bioscience investment. Kansas sold the business portfolio in 2016;
- ❖ Occupy a 38,773-sf facility located w/in the 92-acre Kansas Bioscience Park. KBA ground represents ±42 acres, supporting ±500,000-sf of future development;
- ❖ 9/17 meeting with KBA tenants.



Company: 1A Auto  
 Address: 15250 S. Green, Olathe, KS 66062  
 Contact: Marie Fabrizius, HR manager  
 Employees: 90

**Highlights:**

- ❖ 1A Auto is a 2nd-generation, family-owned online auto parts business specializing in after-market parts for all makes and models of cars, SUVs and trucks. Based in Pepperell, MA, the company was founded in 1999. In 2011, 1A Auto opened a 52,000-sf national distribution hub in New Century with 5 employees;
- ❖ Lease ±340,000-sf (including an 80,000-sf mezzanine) within the 821,000-sf multi-tenant industrial building located in the I-35 Logistics Park off of 155th & Old Highway 56;
- ❖ 11/30 update with Marie Fabrizius, regarding PacSun’s planned exit from the Olathe market.



Company: Professional Packaging Systems  
 Address: 16231 S. Lone Elm Road,  
 Olathe, KS 66062  
 Contact: Jason Posch, Facility Director  
 Employees: 130

**Highlights:**

- ❖ Professional Packaging Systems (Pro Pac) is the oldest packaging equipment and materials distributor in the Southwest. Pro Pac was founded in 1971 with corporate offices in Grand Prairie and US regional branches in Oklahoma City, El Paso, and Brownsville. The company expanded into Mexico in 2002;
- ❖ Lease ±250,000-sf within the 500,000-sf industrial building located south of 159<sup>th</sup> Street and Lone Elm;
- ❖ 4Q18 introductory meeting with Jason regarding their expansion into Olathe and staffing needs. Seeking to hire an additional 70 employees.



Company: Hamm Companies  
 Address: 23775 159th Street,  
 Olathe, KS 66061  
 Contact: Mike Curry, Director of Business Development  
 Employees: 35 (locally)

**Highlights:**

- ❖ Hamm Companies is one of the largest asphalt and construction contractors in the State of Kansas. It was founded by the Hamm family in 1954 and is still run by Gary Hamm. The company currently operates 15 quarries. Hamm was acquired Summit Materials in 2009;
- ❖ Acquired two quarries, two asphalt plants and two construction and landfill sites in July 2018;
- ❖ 4Q18 introductory meeting with Mike and subsequent meeting with Mayor Copeland and Scott Anderson, Hamm president.



Company: Talem Salon & Barbbery  
 Address: 11148 S Lone Elm Road  
 Olathe, KS 66061  
 Contact: Brianne Bustamante, Head Stylist  
 Employees: 9

**Highlights:**

- ❖ Talem Salon and Barbbery is a “wellness-focused, sustainable hair salon founded in Olathe in 2005. It first located within Ridgeview Marketplace before expanding to Shops of Sunnybrook in 2018;
- ❖ Lease space within the 38,455-sf Shops of Sunnybrook neighborhood retail center located at the southwest corner of College Boulevard and Lone Elm Road;
- ❖ 4Q18 meetings with Brianne, discussions about their relocation to Shops of Sunnybrook, and conversations regarding permitting.