

8 Screen Theater / Entertainment Complex (“Entertainment Project”)
Incentives Request / Executive Summary

Executive Summary:

Woodsonia Real Estate is excited to bring a state of the art 8 screen B&B Entertainment / Movie Theater to Joplin that will also include a bar / restaurant and arcade / family entertainment (together referred to as “Entertainment Project”). The Entertainment Project will be part of the 32nd Street Place Development and will be located along 32nd St. at Hammons Boulevard in what’s designated as Project Area 4. The theater portion of the Entertainment Project will have all the amenities of a new theater including reclining seats, large format screens and the MX4D experience. Per our Market Study which is attached as Exhibit D, the Joplin market was found to be severely lacking in family entertainment options and likely experiencing significant sales leakage to nearby communities. This Entertainment Project will serve as a destination for residents in Joplin and the surrounding areas to enjoy a wide variety of family entertainment options for years to come.

Overall Project (See Exhibit A / Site Plan)

- New 8 screen Theater / Entertainment Complex with Bar, Restaurant and Arcade. 37,025 +/- sq. ft building.
- Land Area / Lot Size – 8.30 +/- acres
- CID to purchase parking lot area and green space of +/- 5.28 acres for \$10.00 PSF (\$2,300,000) and construct parking lot improvements for the Entertainment Project
- Total Estimated Project Budget +/- \$33,625,276 – See attached Summary Incentive Budget

Four (4) Sources of Funding / Incentives utilized:

- A. **TIF Reimbursement:** Utilize Tax Increment Financing Funds of \$6,000,000 as approved within the 32nd Street TIF District. Amendment to the TIF Contract will be required to provide approval of theater / entertainment use on Project Area 4.
- B. **Bond Funds:** Utilize Series 2021 Bond Proceeds for eligible CID costs for Public Parking Improvements as described below (there’s +/- \$2.3M of bond proceeds available).
 - 1) The CID shall purchase and own the public parking lot area and green space for \$2,300,000. Upon the full payment of the Series 2021 Bonds and the full reimbursement to the City for the contributions of the City Funds, the CID will consent to reconveying the public parking area and green space back to the owner of record of the Theater /

Entertainment building for \$1.00. In addition, the CID will enter into a cooperative agreement with the City CID for purposes of construction and maintaining the Public Parking Improvements and green space.

- 2) Access to the CID parking lot and green space will not be limited to the movie theater, and the CID would agree that the parking lot and green space will remain open for public use at all times with no restrictions on access.
- 3) Construction of the CID public parking improvements in the amount of +/- \$1,500,000, to include:
 - Parking lot sitework, grading, paving, curbs and sidewalks, lighting, landscaping
 - Associated public infrastructure, and
 - Allocable portion of design fees, consultant fees, and other soft costs
- 4) Amend the current CID Cooperative Agreement and overall reimbursable cost budget to add \$2,300,000 towards the Public Parking Lot and green space. Series 2021 Bond proceeds may be spent on the CID Project as defined in the Cooperative Agreement as it is amended from time to time. The amendment noted below would amend the budget to include the Public Parking Lot and green space costs.

C. **CID Funds:** The City of Joplin will provide \$1,300,000 (City Funds) to assist in paying for Public Parking Improvements and green space as described in B.1 above. The City will establish a community improvement district (City CID) within the boundaries of Project Area 4 and assess a one percent (1%) sales tax on all taxable sales generated within Project Area 4. The revenue generated by this additional 1% sales tax will be used exclusively for reimbursement to the City for its \$1,300,000 contribution.

D. **CID Funds (Revenue Area B):** Seek reimbursement of up to \$1,200,000 through the CID non-EATS reimbursable costs previously approved with the 32nd Street CID Project. The CID non-EATS revenues will be derived through Revenue Area B and not Revenue Area A which is pledged towards repayment of the Bonds

Next Steps:

If the general outline of this executive summary is acceptable to the City, Woodsonia would take the lead on coordinating efforts, approvals and documents related to the use of the Series 2021 Bond Proceeds, the same for amendment of the CID Cooperative Agreement and work on securing a TIF Financing and necessary adjustments to the TIF Plan with the City of Joplin. The City will take the lead in establishing the City CID with assistance from Woodsonia.

- A simple TIF Plan amendment may be necessary to re-insert “movie theater” as a permitted use.
- Second Amendment to Cooperative Agreement among CID, Woodsonia and City.

- Development Agreement and Easement (for parking lot / green space public use and access and operation/maintenance obligation) among CID, Woodsonia, and other parties as appropriate.
- Amendment to Development and Construction Management Services and License Agreement between CID and Woodsonia.
- Purchase and Sale Agreement between CID and Woodsonia.
- Formation of the City CID.

Exhibits:

Exhibit A: Site Plan / Interior Layout

Exhibit B: Entertainment Project Elevations