

# The Shops at Meadow Pointe

“An Address of Distinction”

Ohio Street & Cloud, Salina, KS



Presented By:

**ComPro Realty**





## Project Summary

"Meadow Pointe" is Salina's newest Office and Retail development created to service the continually expanding, affluent East Salina market. "Meadow Pointe" is designed to provide distinctive, professional office space and select, quality retail shops. Architecturally, the design blends a high quality, professional appearance with abundant curb side parking in an attractive landscaped setting.



"Meadow Pointe" is ideally located at the northeast corner of Ohio and Cloud Streets and boasts traffic counts in excess of 22,000 cars daily. The development offers the unique blend of a neighborhood setting while providing the benefits of arterial traffic and high end visibility. Users will enjoy the advantages of an established and proven medical, financial and retail corridor with such well-known neighbors as:

Dillon's Grocery Store  
Bank VI  
Dairy Queen

Sunflower Bank  
UPS  
Security Savings

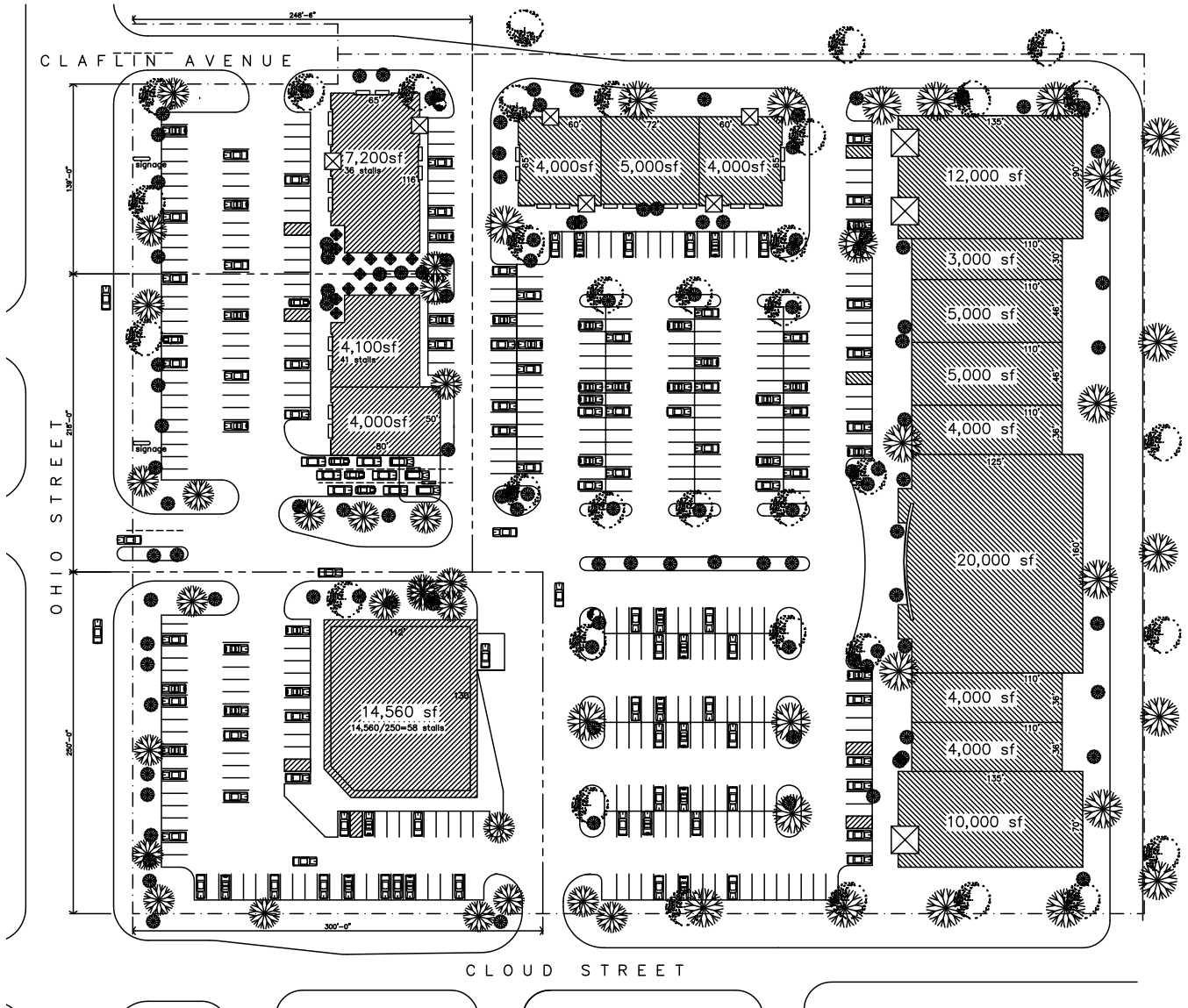
Pizza Hut  
Wendy's  
Medical Offices

All making "Meadow Pointe" Salina's premier full service destination.

The development encompasses approximately 100,000 square feet of office and retail space, comprised of individual and shared spaces ranging in size from 5,000 to 50,000 square feet. "Meadow Pointe" offers options for all types of users. InSite Real Estate Group, a proven professional office and retail developer, created the development with the diversity of the Salina Market and its needs in mind. Options in "Meadow Pointe" range from Lot Purchase for the owner that wants to build and develop their own office solution, Build-to-Suits for those desiring to lease and even Turn-Key development for those that don't want the detail and worry of the construction process.



# Site Plan





# Project Information

## Location

Northeast corner of Ohio and Cloud, Salina, Kansas

## Property Description

"Meadow Pointe" is a new mixed use development available now! The development is designed to appeal to a multitude of uses including Retail, Restaurant, Office and Medical. The layout and land planning provide prospective Tenants or Buyers with ultimate flexibility of space.

The architecture and land planning is very inviting with door-side parking, high visibility, and a pedestrian walkway through and around the center.

## Traffic Counts

22,810 Cars per day

## Site Area

10.52 Acres

## Sites Available

A variety of Retail and Office sites from ½ acre and larger are available for sale or build-to-suit by the developer.

## Build-to-suit/ Lease Space

Retail and Office space available for lease or build-to-suit from 2,500 to 35,000 Square Feet.

## Median Household Income

<u>One Mile</u>	<u>Three Mile</u>	<u>Five Mile</u>
\$54,910	\$47,012	\$46,557

## Population

<u>One Mile</u>	<u>Three Mile</u>	<u>Five Mile</u>
10,775	44,954	47,887

## Lease Rates

Call for Information

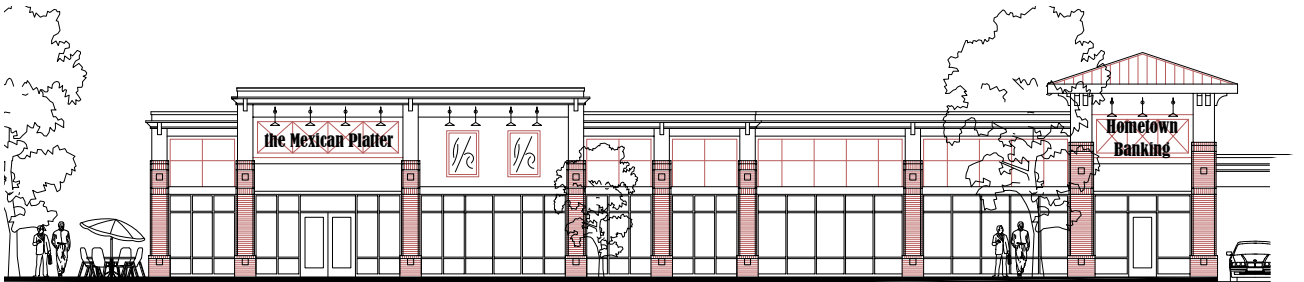
## Contact Information

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# Proposed Elevations

## Phase I



## Phase II







# Neighborhood Aerial



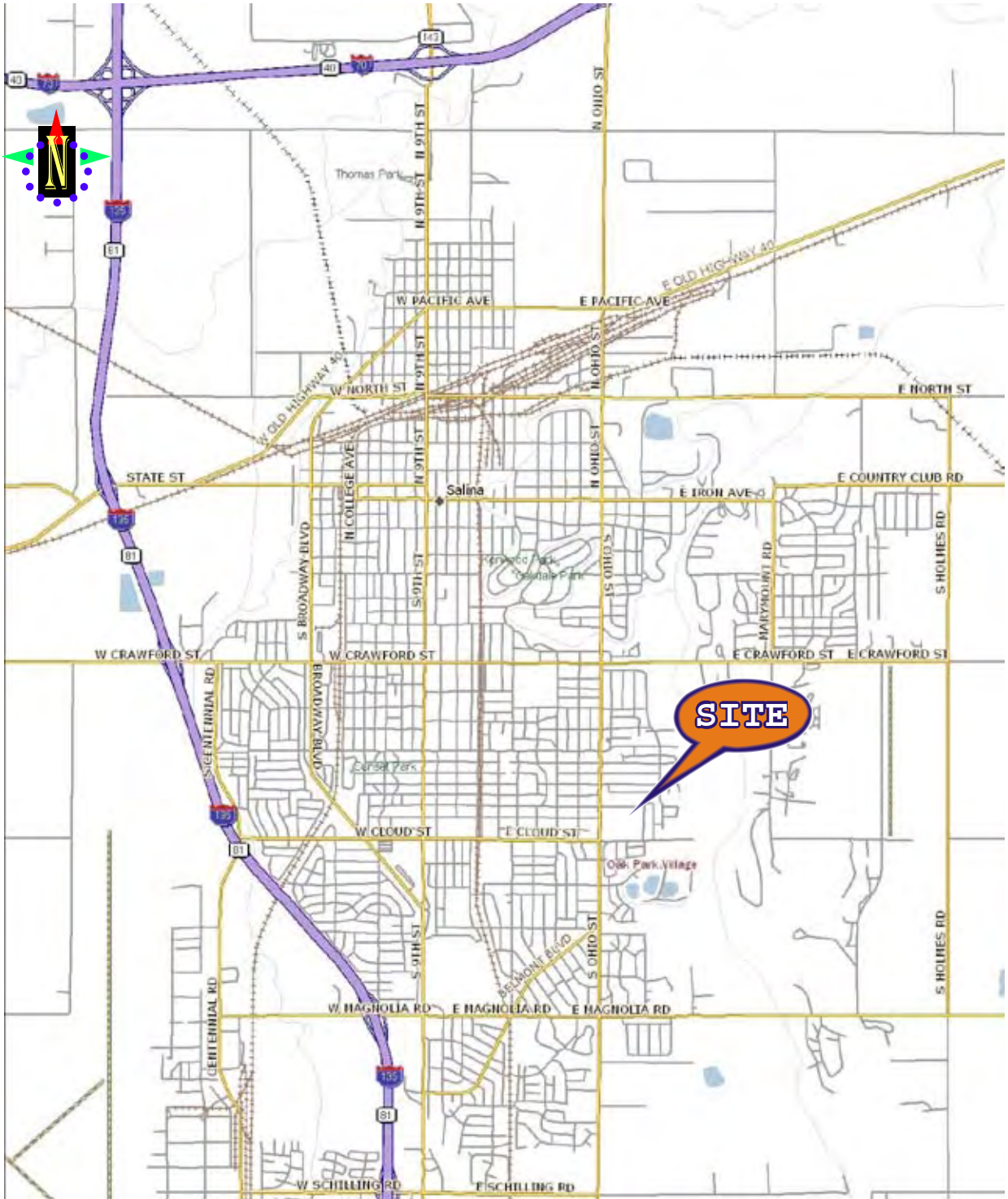


# Aerial Photo





# City Map







# Neighborhood Map





## Market Overview

*Salina* offers those who live here the best of both worlds - big city conveniences blended with the benefits of a comfortable community filled with a prosperous atmosphere. The cost of living is among the most affordable in the nation, ranging between 88 to 92 percent of the national average.



Salina's location is probably the single most important factor in its past, present and future. Founded in 1858, Salina is positioned at the geographic center of the United States. This prominent location has made the city a regional hub for health care, manufacturing and retail shopping.

The diverse business base speaks to the area's unique business climate. Salina's 150 primary manufacturing industries include agribusiness, aerospace, health care, specialty vehicle manufacturing, distribution, and food processing. Many well-known firms have chosen Salina as a place to do business. Tony's Pizza, part of the Schwans Global Distribution group, Philips Lighting, Exide Technologies and Hawker Beechcraft are a sampling of the employment base of Salina.

Saline County's nearly 60,000 residents enjoy their central location. A regional mall, several smaller strip centers and a vibrant downtown provide an abundance of shopping opportunities for the north central and northwestern part of Kansas. Sales in Salina's Primary Market area alone in 2006 were over \$1.6 billion.

Public and private education is strongly supported as evidenced by students consistently scoring above the state and national averages on testing. Once a student completes K-12, Salina offers a number of selections for further education. A student may select from a number of institutions, Brown Mackie College, Kansas State University-Salina, Kansas Wesleyan University or Salina Area Vocational Technical School.

Convention, trade shows, meetings and visitors bring over 500,000 people and contribute a significant inflow of dollars to the community each year. Salina's 1800 plus hotel rooms and the 7,500-seat Bicentennial Center add support to this important industry.



## Market Overview Cont.

*Salina's* citizens enjoy a sophisticated selection of arts, entertainment and leisure opportunities. Located downtown, the Salina Art Center, Stiefel Theatre for the Performing Arts, Smoky Hill Museum, Art Center Cinema, and Community Theater provide year-round stimulating programming for all ages. The Salina Symphony and Municipal Band add to the cultural mix.



Once known as the "City of Parks," Salina's 24 public parks are well maintained and enjoyed by thousands. Oakdale Park is the location of the annual Smoky Hill River Festival. The City's 18-hole public golf course featuring The First Tee, a 6 hole short course for junior players, beginners or golfers short on time, 9-hole par three public golf course, baseball diamonds, swimming pools and tennis courts are used extensively by local adults and children as well as attracting out-of-town people for tournament play.

A growing economy doesn't happen by accident, it takes great people, cooperative governments and the actions of a proactive chamber of commerce to make Salina a good choice to live, work and visit.

*Right place, Right reason, Right now.*

Salina

InSite  
Real • Estate • Group

CompPro  
REALTY





## Economic Profile

### Location

Salina's location is probably the single most important factor in its past, present and future.

Founded in 1858, Salina is positioned at the geographic center of the United States. Settlers were attracted to the fertile soil and the Smoky Hill River, both resources for Salina's first major industry as a milling center. Agriculture continues to be vital to Salina's economy.

Salina's placement on every map is assured because of its strategic location on the interstate highway system. Interstate 135 (North-South) has an interchange with Interstate 70 (East-West), providing direct access to Denver, Kansas City, Omaha and Oklahoma City, as well as other points north, south, east and west.

Location was also a significant factor in the establishment of Camp Phillips Army Post and Smoky Hill Army Air Base in 1942. After World War II, the Army post was closed and Smoky Hill Army Air Base became Schilling Air Force Base. At one time, over 40,000 people were associated with military installations in Salina. Schilling's closure in 1965 presented a considerable challenge to Salina. It also left valuable resources that included land, buildings and an airport with one of the country's longest runways. Communities chose to build on the closure of the base and developed the Salina Airport Industrial Area. This area of 3,200 acres has become one of Salina's primary focus points for industrial development and is governed by the Salina Airport Authority. Almost 50 different businesses and industries are located there, including Schwan's Global Supply Chain, Salina's largest employer, and Raytheon Aircraft.

As a result of the benefit of having one of the country's longest runways, the Salina Municipal Airport was chosen as the launch site for a historic aviation event – the first solo, non-refueled, nonstop flight around the world. Other reasons including its location near the geographic center of the United States, the excellent facilities available at the airport itself and crucially the 12,300 feet long and the superb cooperation of the Airport Authority, the City of Salina, Kansas State University-Salina and the Salina Area Chamber of Commerce. As a result, Salina has been added to the list of sites like Kitty Hawk that are the settings for milestones in aviation history.

The unique facilities of the Airport Industrial Area were also factors in the decision by the Kansas National Guard to expand its Readiness Sustainment Maintenance Site to Salina. The facilities allow the Guard to rebuild larger trucks and trailers and help maintain the military readiness.



## Economic Profile Cont.

Salina is the county seat for Saline County and has long been recognized as the regional center for north central Kansas. A full-service private hospital with two campuses and over 330 beds, a day surgery hospital, The Tammy Walker Cancer Center, numerous medical clinics and mental health services, and over 100 doctors provide comprehensive regional medical care.

Public and private education in Salina is strongly supported as evidenced by students consistently scoring above the state and national averages on the ACT and SRA standardized tests. Many schools provide additional education opportunities; The Brown Mackie College of Salina, Kansas State University-Salina. Kansas Wesleyan University is a four-year liberal arts college with an MBA degree program.

Conventions, trade shows, meetings and visitors bring over 500,000 people and contribute a significant inflow of dollars to the community each year. Salina's 1,900 hotel rooms and the 7,500-seat Bicentennial Center add support to this important industry.

Salina's over 47,000 citizens enjoy a sophisticated selection of arts, entertainment and leisure opportunities. Located downtown, the Salina Art Center, Stiefel Theatre for the Performing Arts, Smoky Hill Museum, Art Center Cinema, and Community Theater provide year-round stimulating programming for all ages. The Salina Symphony and Municipal Band add to the cultural mix.

In addition to the Smoky Hill Museum and the Yesteryears Museum, the Rolling Hills Wildlife Adventure located just six miles west of Salina, offers two unforgettable experiences. Over eighty unique and rare animal species can be viewed in naturalistic environments. In the new world-class wildlife museum you can take an interactive journey through seven world regions from the Arctic to the Rainforest. State of the art animatronics bring to life faraway people and places. The domed ADM Theater immerses you in a 360-degree virtual 3-D movie experience and the Children's Education Center has hands-on interactive ways to explore and learn about our planet.

Once known as the "City of Parks," Salina's 24 public parks are well maintained and enjoyed by thousands. Oakdale Park is the location of the annual, nationally recognized Smoky Hill River Festival. The City's 18-hole public golf course featuring The First Tee, a 6 hole short course for junior players, beginners or golfers short on time, 9-hole par three public golf course, baseball diamonds, swimming pools and tennis courts are used extensively by local adults and children as well as attracting out-of-town people for tournament play.



## Economic Profile Cont.

Recently, Salina was ranked 27th out of 219 cities in the United States to live in by the Rating Guide to Life in America's Small Cities. Included among many other attributes were low violent crime, availability of medical care and high per capita income.



SALINA is the largest city nearest the geographic center of the United States, and is the fifth largest city in the state of Kansas. Located in the heart of one of America's most prosperous regions, Salina offers a large share of the good things in life to those who make the city their home. A healthful climate, ideal living conditions, and great prosperity are just a few of the many reasons why Salina has been awarded the title "All-America City" by the National Civic League. Opportunities for commercial, industrial, and cultural growth continue to thrive. SALINA WORKS!

### Transportation

Salina is located at the intersection of Interstate 135 (North-South) and Interstate 70 (East-West). Interstate 70 provides direct access to Denver, Kansas City and beyond, both east and west. Interstate 135 connects Salina with Wichita, Oklahoma City and Dallas to the south, while I-35 north connects with I-80 in Nebraska. Seven exits allow easy access to US-81 and US-40 highways from most areas of the city. Residents of Salina enjoy a short average drive to work of only 12.43 minutes.

Greyhound-Trailways Lines, an outstanding transcontinental bus line, is located in Salina. Bus transportation at regular intervals during the day is available in all directions.

US Airways Express provides daily airline service to Kansas City. There are three daily flights arriving in Salina and three flights departing from Salina Airport with connecting flights to all parts of the world.

Salina's rise as one of the outstanding distribution centers in Kansas is largely due to its





## Economic Profile Cont.

splendid transportation facilities. Union Pacific Railroad gives Salina rail service in four directions out of the city and daily package-car service in and out of Salina. Terminal facilities are adequate to handle present and greatly increased business. An average of eight freights enter and leave Salina daily. Storage tracks total about 30 miles.

Thirty-two freight companies provide motor freight service in Salina with direct and connecting schedules to all cities in the United States. Competition in this industry has created the lowest average transportation cost in the state as well as one of the lowest in the nation. This competition among the companies for the freight transportation has created an outstanding opportunity for manufacturers and businesses in the Salina area.

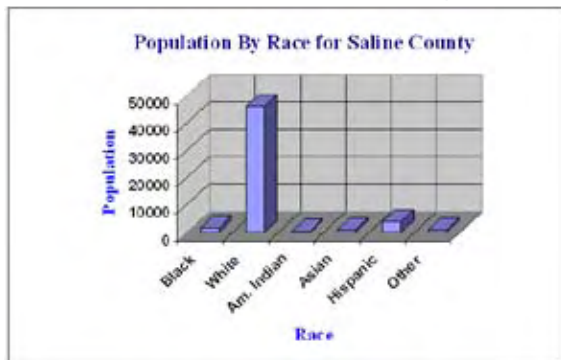
### Population Stats

Saline County 53,919

Growth from 1990 to 2005 10.2%

City of Salina 45,833

Growth from 1990 to 2005 8.2%



2005 Estimates by County

### POPULATION

#### BY AGE GROUP

Under Age 5 6.7%

Under Age 18 24.8%

35 to 39 Years 6.67%

40 to 44 Years 7.38%

45 to 49 Years 7.66%

50 to 54 Years 7.00%

55 to 59 Years 6.01%

#### BY RACE

White 85.5%

Black 3.3%

Asian & Pacific Islander 1.90%

Hispanic 7.2%

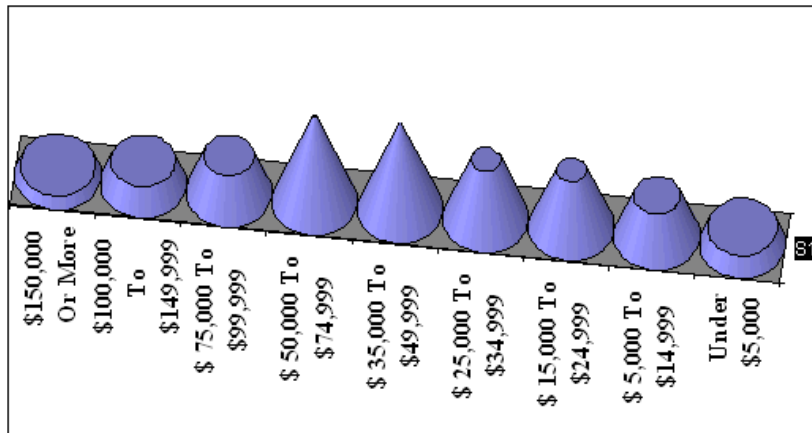
Other 1.5%



# Economic Profile Cont.

60 to 64 Years 4.28%  
 65 to 69 Years 3.55%  
 70 to 74 Years 3.19%  
 75 to 79 Years 3.06%  
 80 to 84 Years 2.25%  
 85 Years and up 2.12%  
 Under Age 65 54.5%  
 Persons 65 and Older 14.0%

## Salina Estimated Households by Income



Estimated Households by Income	Percentage
\$150,000 Or More	2.40%
\$100,000 To \$149,999	5.53%
\$75,000 To \$99,999	8.82%
\$50,000 To \$74,999	20.56%
\$35,000 To \$49,999	21.18%
\$25,000 To \$34,999	14.09%
\$15,000 To \$24,999	13.68%
\$5,000 To \$14,999	9.65%
Under \$5,000	4.09%

Median Age:	36.69
Number of Households:	22,693
Average #/Household:	2.43
Per Capita Income	\$29,032
Median Per Capita Income per Household:	\$38,206
Have High School Education	86.1%



## Economic Profile Cont.

Have Some College	22.0%
Have Two-Year Degree	6.0%
College Degrees	20.3%
Advanced Degrees(25-34 Years)	20.4%

Sources: U.S. Census

Revised: September 2006

### Labor

The Salina area labor force is made up of a community range based on a 30-mile commute. This range encompasses part or all of Dickinson, Ellsworth, Lincoln, McPherson, Ottawa and Saline Counties. These counties are primarily rural in nature with the majority of manufacturing located in Salina, McPherson and Abilene (Dickinson).

	2004 Annual Estimates	2005 Annual Estimates
SALINE COUNTY CIVILIAN LABOR FORCE	34,790	35,374
Employed	33,266	33,897
Unemployed	1,107	1,393
Rate	4.4%	4.2%

Source: Kansas Department of Labor, Research & Analysis Section

Salina County Civilian Labor Force -- 2004 Year End Totals

Total Saline County Civilian Labor Force – 30,577

#### 2004 Annual Averages

Utilities	50
Construction	1,464
Manufacturing	6,016
Wholesale Trade	1,294
Retail Trade	4,465
Transportation & Warehousing	1,126
Information	497
Finance & Insurance	1,234
Real Estate & Rental & Leasing	232
Professional & Technical Services	1,075
Management of Companies & Enterprises	141





## Economic Profile Cont.

Administrative & Waste Services	717
Educational Services	313
Health Care & Social Assistance	3,824
Arts, Entertainment & Recreation	250
Accommodation & Food Services	2,609
Other Services, Exc. Public Administration	1,020
Government	4,157
Farm Employment	57

### Retail Trade

Salina is the trading center of a 24-county area in north central Kansas. Saline County had retail sales of over 800 million dollars for the year 2004. There are approximately 2,400 retail and commercial businesses located in Salina.

*Source: Kansas Department of Revenue*

#### 2004 Retail Sales by Store Group(\$000)

	<u>Total</u>	<u>Food &amp; Beverage</u>	<u>Eating &amp; Drinking</u>	<u>General Mdse.</u>	<u>Furniture/ Appliance</u>	<u>Motor Veh. &amp; Parts</u>
Saline Co.	826,652	129,689	75,507	159,459	29,402	134,435
Salina	718,252	123,807	68,374	159,459	27,402	79,332

*Source: Sales and Marketing Management 2004*



# Demographics

Cloud and Ohio

## Site Map

Salina, KS 67401

November 28, 2007

Latitude: 38.81248

Longitude: -97.59455





# Demographics Cont.



## Executive Summary

Prepared By: STDBonline.com

Site Type: Radius	E Cloud St and S Ohio St Salina, KS 67401 Radius: 1.0 mile	E Cloud St and S Ohio St Salina, KS 67401 Radius: 3.0 mile	E Cloud St and S Ohio St Salina, KS 67401 Radius: 5.0 mile
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### 2007 Population

Total Population	10,775	44,954	47,887
Male Population	47.5%	49.1%	49.3%
Female Population	52.5%	50.9%	50.7%
Median Age	41.2	36.5	36.6

### 2007 Income

Median HH Income	\$54,910	\$47,012	\$46,557
Per Capita Income	\$26,878	\$24,196	\$23,947
Average HH Income	\$63,461	\$58,215	\$57,818

### 2007 Households

Total Households	4,493	18,343	19,509
Average Household Size	2.32	2.38	2.38
1990-2000 Annual Rate	1.38%	0.7%	0.68%

### 2007 Housing

Owner Occupied Housing Units	73.8%	64.1%	63.9%
Renter Occupied Housing Units	21.5%	29.6%	29.6%
Vacant Housing Units	4.7%	6.3%	6.5%

### Population

1990 Population	9,211	41,033	43,741
2000 Population	10,295	44,154	47,013
2007 Population	10,775	44,954	47,887
2012 Population	11,072	45,591	48,574
1990-2000 Annual Rate	1.12%	0.74%	0.72%
2000-2007 Annual Rate	0.73%	0.29%	0.3%
2007-2012 Annual Rate	0.55%	0.28%	0.29%

In the identified market area, the current year population is 47,887. In 2000, the Census count in the market area was 47,013. The rate of change since 2000 was 0.3 percent annually. The five-year projection for the population in the market area is 48,574, representing a change of 0.29 percent annually from 2007 to 2012. Currently, the population is 49.3 percent male and 50.7 percent female.

### Households

1990 Households	3,701	16,690	17,798
2000 Households	4,243	17,901	19,037
2007 Households	4,493	18,343	19,509
2012 Households	4,636	18,640	19,828
1990-2000 Annual Rate	1.38%	0.7%	0.68%
2000-2007 Annual Rate	0.92%	0.39%	0.39%
2007-2012 Annual Rate	0.63%	0.32%	0.32%

The household count in this market area has changed from 19,037 in 2000 to 19,509 in the current year, a change of 0.39 percent annually. The five-year projection of households is 19,828, a change of 0.32 percent annually from the current year total. Average household size is currently 2.38, compared to 2.40 in the year 2000. The number of families in the current year is 12,418 in the market area.

### Housing

Currently, 63.9 percent of the 20,856 housing units in the market area are owner occupied; 29.6 percent, renter occupied; and 6.5 percent are vacant. In 2000, there were 20,136 housing units—63.1 percent owner occupied, 31.4 percent renter occupied and 5.5 percent vacant. The rate of change in housing units since 2000 is 0.56 percent. Median home value in the market area is \$115,402, compared to a median home value of \$181,127 for the U.S. In five years, median home value is projected to change by 2.61 percent annually to \$131,262. From 2000 to the current year, median home value changed by 5.54 percent annually.



# Demographics Cont.



## Executive Summary Prepared By: STDBOnline.com

Site Type: Radius	E Cloud St and S Ohio St Salina, KS 67401 Radius: 1.0 mile	E Cloud St and S Ohio St Salina, KS 67401 Radius: 3.0 mile	E Cloud St and S Ohio St Salina, KS 67401 Radius: 5.0 mile
<b>Median Household Income</b>			
1990 Median HH Income	\$31,923	\$25,647	\$25,251
2000 Median HH Income	\$43,269	\$36,783	\$36,459
2007 Median HH Income	\$54,910	\$47,012	\$46,557
2012 Median HH Income	\$64,363	\$55,113	\$54,580
1990-2000 Annual Rate	3.09%	3.67%	3.74%
2000-2007 Annual Rate	3.89%	4%	3.99%
2007-2012 Annual Rate	3.23%	3.23%	3.23%
<b>Per Capita Income</b>			
1990 Per Capita Income	\$14,469	\$13,233	\$13,045
2000 Per Capita Income	\$20,437	\$18,885	\$18,744
2007 Per Capita Income	\$26,878	\$24,196	\$23,947
2012 Per Capita Income	\$32,301	\$28,959	\$28,626
1990-2000 Annual Rate	3.51%	3.62%	3.69%
2000-2007 Annual Rate	4.48%	4.05%	4%
2007-2012 Annual Rate	3.74%	3.66%	3.63%
<b>Average Household Income</b>			
1990 Average Household Income	\$35,627	\$32,255	\$31,739
2000 Average Household Income	\$48,565	\$45,666	\$45,449
2007 Average HH Income	\$63,461	\$58,215	\$57,818
2012 Average HH Income	\$76,112	\$69,608	\$69,065
1990-2000 Annual Rate	3.15%	3.54%	3.66%
2000-2007 Annual Rate	4.37%	3.96%	3.93%
2007-2012 Annual Rate	3.7%	3.64%	3.62%

### Households by Income

Current median household income is \$46,557 in the market area, compared to \$51,546 for all U.S. households. Median household income is projected to be \$54,580 in five years. In 2000, median household income was \$36,459, compared to \$25,251 in 1990.

Current average household income is \$57,818 in this market area, compared to \$71,092 for all U.S. households. Average household income is projected to be \$69,065 in five years. In 2000, average household income was \$45,449, compared to \$31,739 in 1990.

Current per capita income is \$23,947 in the market area, compared to the U.S. per capita income of \$27,084. The per capita income is projected to be \$28,626 in five years. In 2000, the per capita income was \$18,744, compared to \$13,045 in 1990.

### Population by Employment

Total Businesses	243	1,685	1,881
Total Employees	1,234	13,575	16,246

Currently, 94.7 percent of the civilian labor force in the identified market area is employed and 5.3 percent are unemployed. In comparison, 93.4 percent of the U.S. civilian labor force is employed, and 6.6 percent are unemployed. In five years the rate of employment in the market area will be 94.6 percent of the civilian labor force, and unemployment will be 5.4 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 93.8 percent, and 6.2 percent will be unemployed. In 2000, 69.1 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.1 percent were in the Armed Forces.

In the current year, the occupational distribution of the employed population is:

- 53.4 percent in white collar jobs (compared to 60.5 percent of U.S. employment)
- 16.1 percent in service jobs (compared to 16.4 percent of U.S. employment)
- 30.5 percent in blue collar jobs (compared to 23.1 percent of U.S. employment)

In 2000, 84.6 percent of the market area population drove alone to work, and 3.5 percent worked at home. The average travel time to work in 2000 was 14.1 minutes in the market area, compared to the U.S. average of 25.5 minutes.