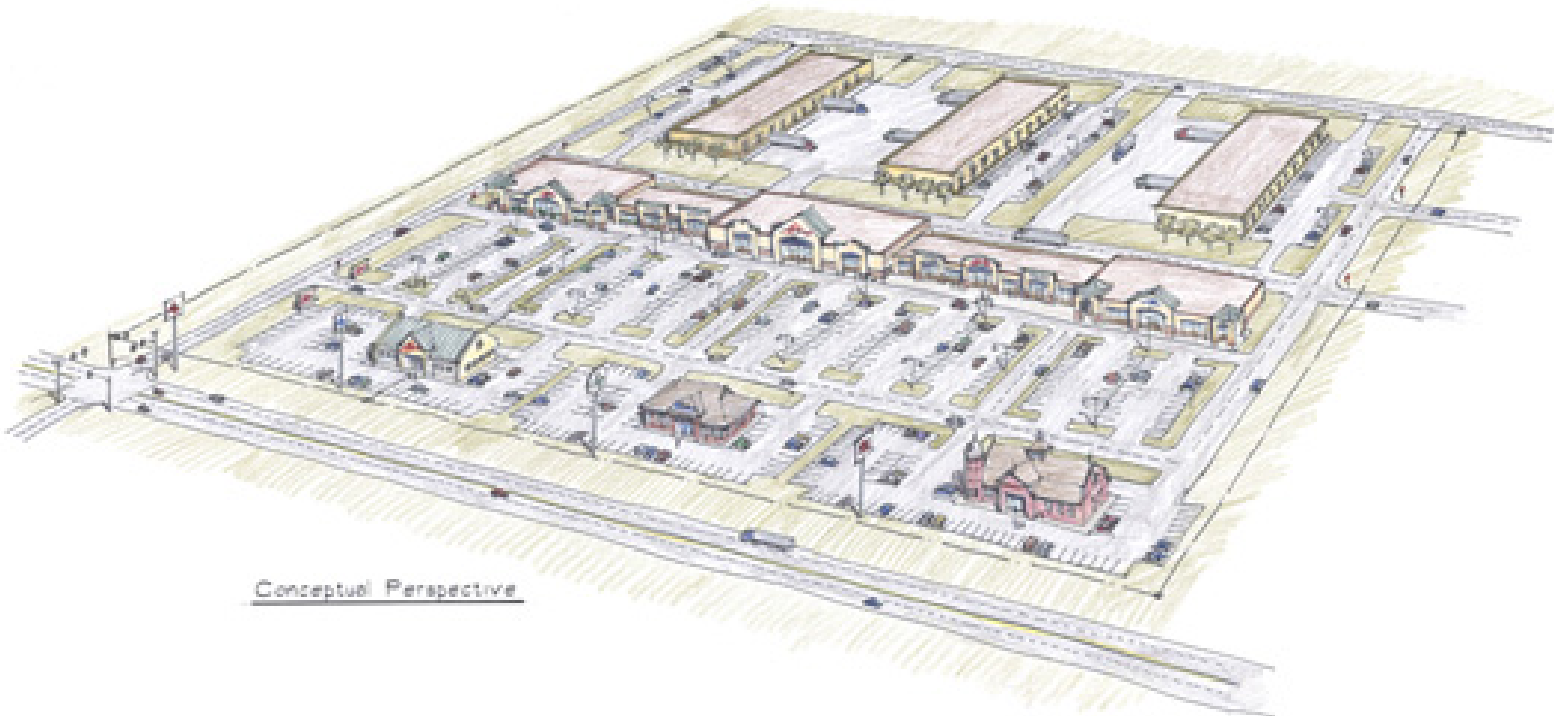


RETAIL OPPORTUNITY

**I-70 & HWY 183
HAYS, KANSAS**



Conceptual Perspective

- **NEW RETAIL DEVELOPMENT**
- **1,016 FEET OF FRONTAGE ON HWY 183**
- **GREAT FOR RESTAURANTS, FREE-STANDING BUSINESSES AND STRIP CENTER RETAILERS**
- **GOOD VISIBILITY AND ACCESS FROM I-70**
 - **ACROSS HWY 183 FROM 208,000 SQUARE FOOT SUPER WAL-MART**
- **ADJACENT TO HOTELS AND RESTAURANT**

ABOUT HAYS...



Located midway between Kansas City and Denver on I-70 at the junction of U.S. Hwy 183, Hays boasts an excellent quality of life, low crime rate, and high tech medical facilities serving the northwest Kansas region.

The population is over 20,000 and it is the largest city in the 18 counties in the northwest region of Kansas. Hays serves as the regional center for business, education, technology, air service and health care for the county (which has a population of approximately 26,000). The average family size is 2.3 with an average of \$6-11 an hour in work salary. There are a number of professionals at the medical facilities and Fort Hays State University which makes the average income around \$35,000. The unemployment rate is under 2.6%.

TRANSPORTATION

Highways that pass through the city are Highway 183, a north-south highway, Interstate 70, an east-west highway, and Highway 40, a major east-west highway. Types of transportation services in Hays and surrounding areas include (7) motor freight, (2) busses, and (3) common carriers, public and private. Hays Municipal Airport offers flights to the east and west and provides connections with major airlines. The airport has modern terminal facilities; providing commercial airline service with a 6,301 foot x 100 foot runway and approaches including LOC, VOR, VOR/DME, NDB, and GPS RNAV.

SHOPPING

Hays is one of the shopping headquarters of Northwest Kansas. The downtown shopping area has a wide selection of stores ranging from business machine companies to shoe repair shops. The downtown area also has service related businesses such as real estate, investment companies and lending institutions.

Located in the northeast part of Hays is a Super Wal-Mart north of the Interstate and Walgreen's is at the intersection of Vine and 27th Streets. This has led to increased development of the Interstate for shopping and sleeping facilities.

A regional mall, The Mall, is located on North Vine Street; it includes a variety of shopping and specialty stores including a fast-food restaurant, a tire service station, a full-service restaurant, and an expanded theater. The Mall is adding new tenants at a moderate pace.

The growth area for retail stores is north of the Interstate. Currently it includes motels and car dealerships.

MEDICAL

Medical services and facilities are among the finest anywhere. Hays Medical Center, a national leader in telemedicine and information systems technology, is also home to the Michael E. DeBakey Heart Institute of Kansas. The medical center recently completed a \$28.5 million expansion, is home to a state-of-the-art Cancer Center, neonatal intensive care unit, diagnostic imaging center, sleep center, psychiatric and neurology center and many other acute care services. The Hays Medical Center employees over 1,200 employees. There are approximately 13 dentists in Hays as well as other medical specialists such as sports medicine, chiropractors, and others.

MOTELS

If an overnight stay is needed, there are approximately 14 motels with over 1,000 rooms.

EDUCATION

There are several elementary schools in the community of Hays and the K-12 school system is rated the best in the state. There are two middle schools and two high schools (public & private). Fort Hays State University, a Regents' institution, has an enrollment of approximately 6,000 students. Within the community there is a technical training school, cosmetology school, real estate and appraisal school, and other teaching facilities by private organizations. Approximately one-third (29.52%) of the local civilian work force has a college education. Hays has been named the best college community in the nation's heartland in the website Podunk's list of "Great College Towns". Hays was included in the small cities category, those having populations between 20,000 and 99,999. The Website states that great college towns are "intellectual, cultural and economic hubs, balancing tradition with new business growth". Nationally, Hays ranks #3 in "Small Cities" trailing only Charlottesville, Virginia and Bozeman, Montana.

EMPLOYMENT

Employment consists of manufacturing and non-manufacturing companies. Some of the major employers are: Wal-Mart (460 employees), EnerSys (390 employees), Sykes Enterprises, Inc. (368 employees), Adronic/Elrob Manufacturing (228 employees), A-1 Plank & Scaffolding Manufacturing and APAC (100 employees). Non-manufacturing includes: Fort Hays State University (825 employees), Developmental Services of NWK (508 employees) Hays Medical Center (1,200 employees), and Hays School Systems (655 employees). The service sector – comprised of health care, IT companies and other service businesses – is the largest industry in Ellis County, accounting for 32.6 percent of total employment. Other significant industries are retail trade (19.9%) and government (17.2%). Most of the employment in government is in public, private and post-secondary education.

ECONOMIC CONDITIONS

Currently, the market conditions are improving in most industries; however, the conditions in ag-related industries are uncertain due to the low commodity prices. Overall, Hays has a positive growth rate. According to recent data published in The Hays Daily News, Ellis County is the only county that is to continue to grow within the next ten years. The article has been a big stimulation to sales in the immediate area; Hays, Victoria and Ellis.

The number of "homes for sale" is the lowest it has encountered in over 10 years. The total active listings for commercial property in 1999 were 28 and in 1998 there were 29 listings. This stable number of listing is reflected over the past several years. Land listings reflect 37 listings in 1999 and 69 in 1998. In 2000, there are 18 current listings for commercial properties and 2 sales (average selling price of \$99,000, 426 days of market and selling for 96% of listing price). In 2001 nearly 65% of residents are homeowners with an average residential selling price of \$90,250 for existing structures and \$146,500 for new construction.

RETAIL OPPORTUNITY - 24 ACRES HAYS, KANSAS



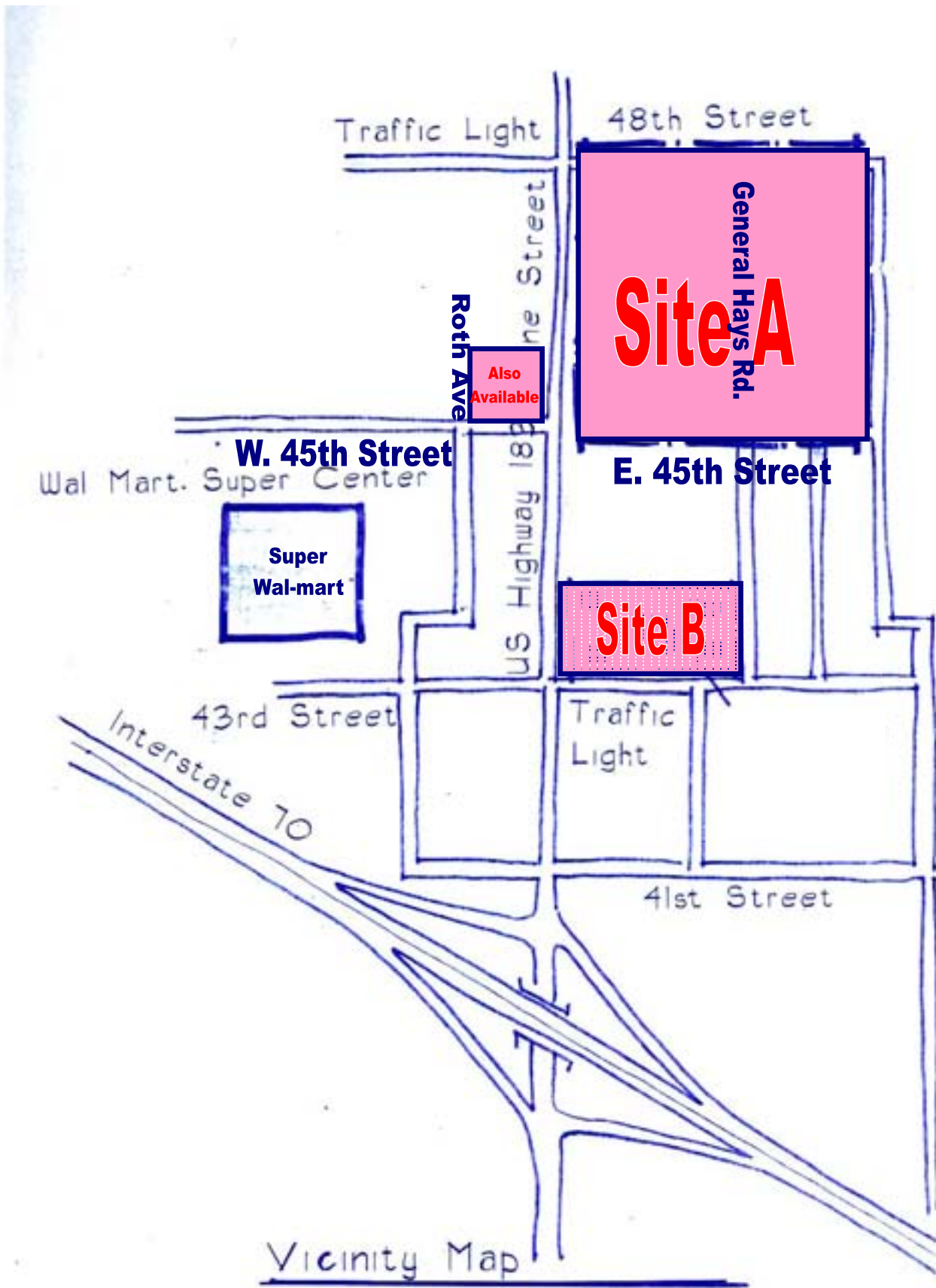
RETAIL/SERVICE CENTER HAYS, KANSAS

TO DENVER



TO KANSAS CITY

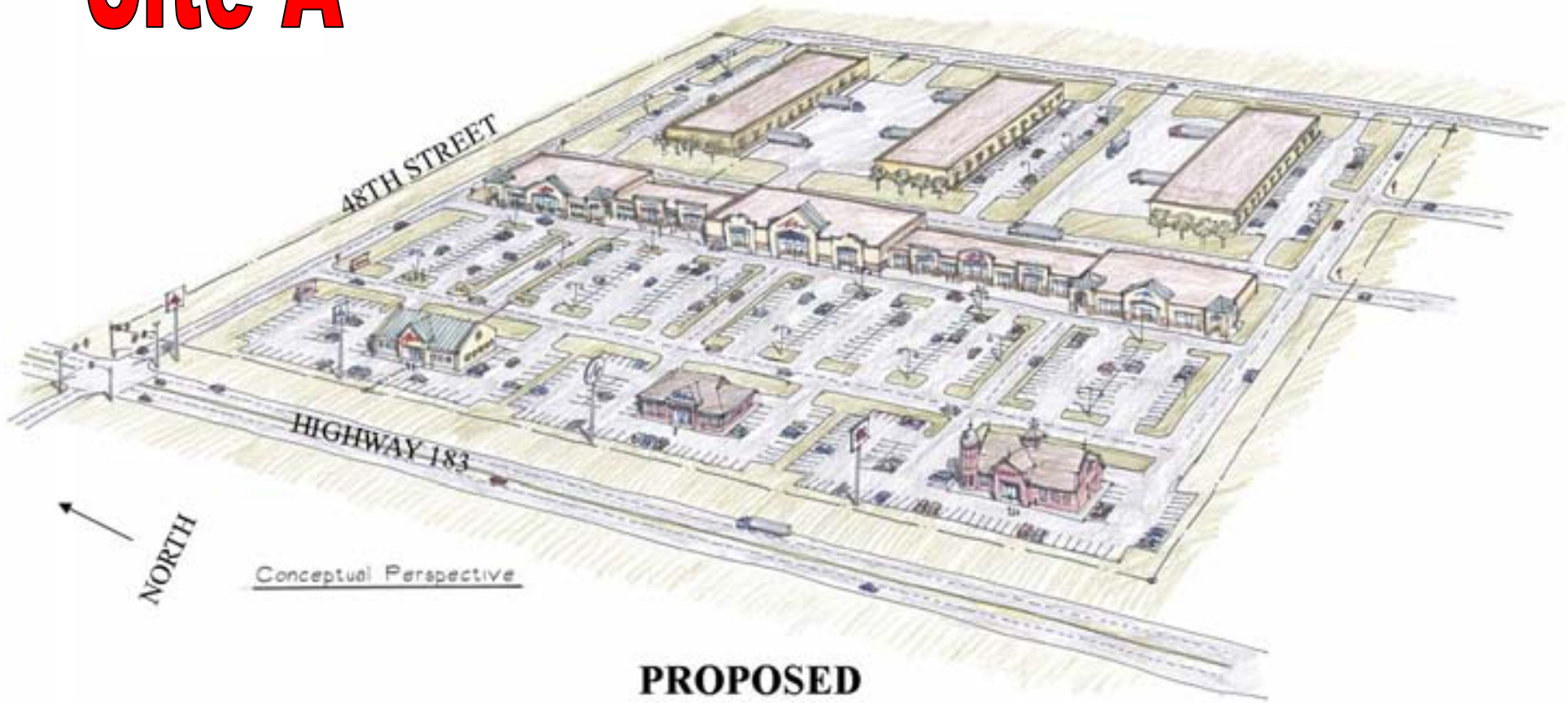
NORTH
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RETAIL/SERVICE CENTER HAYS, KANSAS

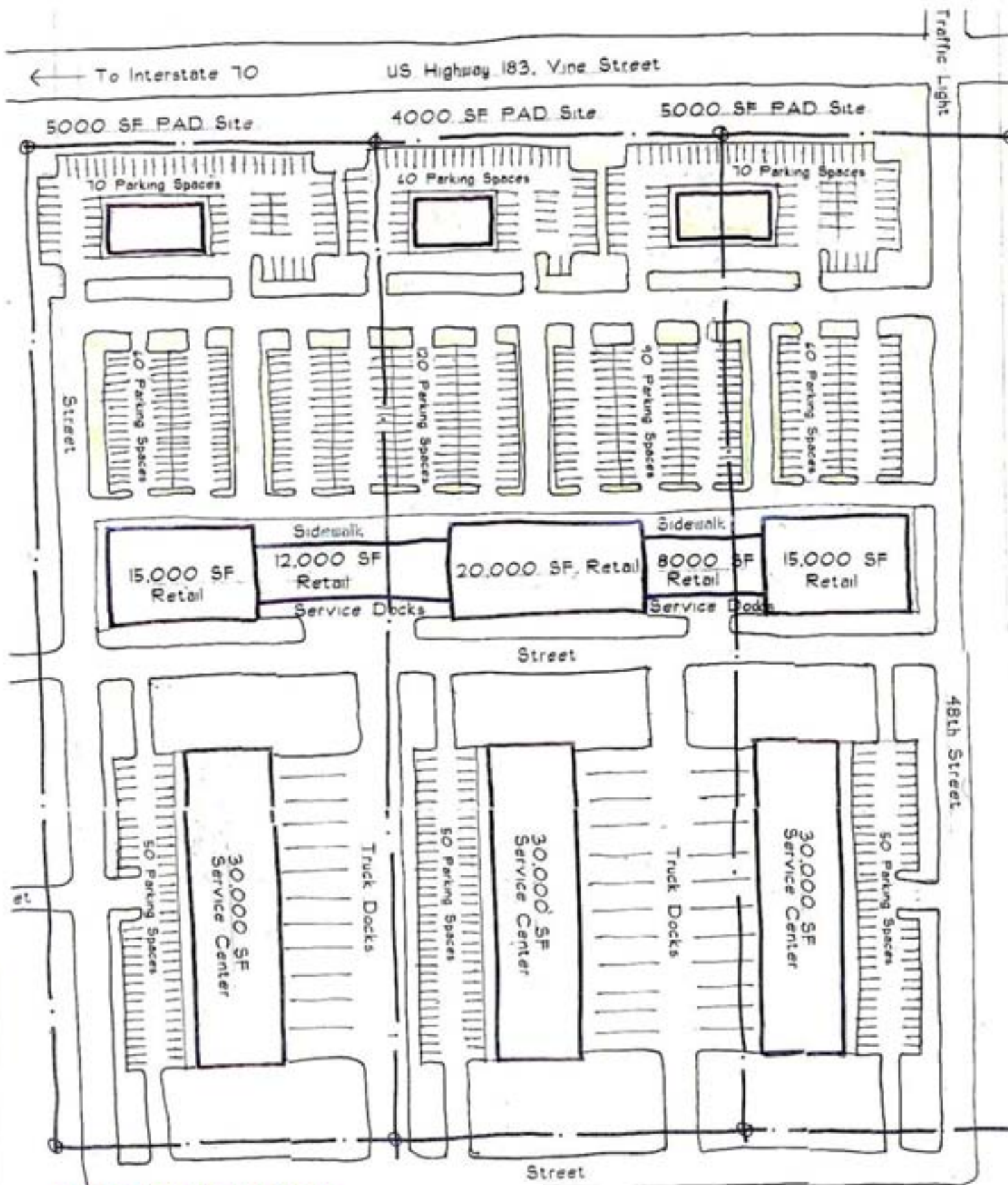


Site A



PROPOSED

**RETAIL / SERVICE CENTER
HAYS, KANSAS**



← To Interstate 70

US Highway 183, Vine Street

Traffic Light

5000 SF PAD Site

4000 SF PAD Site

5000 SF PAD Site

10 Parking Spaces

10 Parking Spaces

10 Parking Spaces

Street

40 Parking Spaces

40 Parking Spaces

40 Parking Spaces

40 Parking Spaces

Sidewalk

Sidewalk

15,000 SF Retail

12,000 SF Retail

20,000 SF Retail

8,000 SF Retail

15,000 SF Retail

Service Docks

Service Docks

Street

48th Street

30,000 SF Service Center

30,000 SF Service Center

30,000 SF Service Center

50 Parking Spaces

50 Parking Spaces

50 Parking Spaces

Truck Docks

Truck Docks

Street

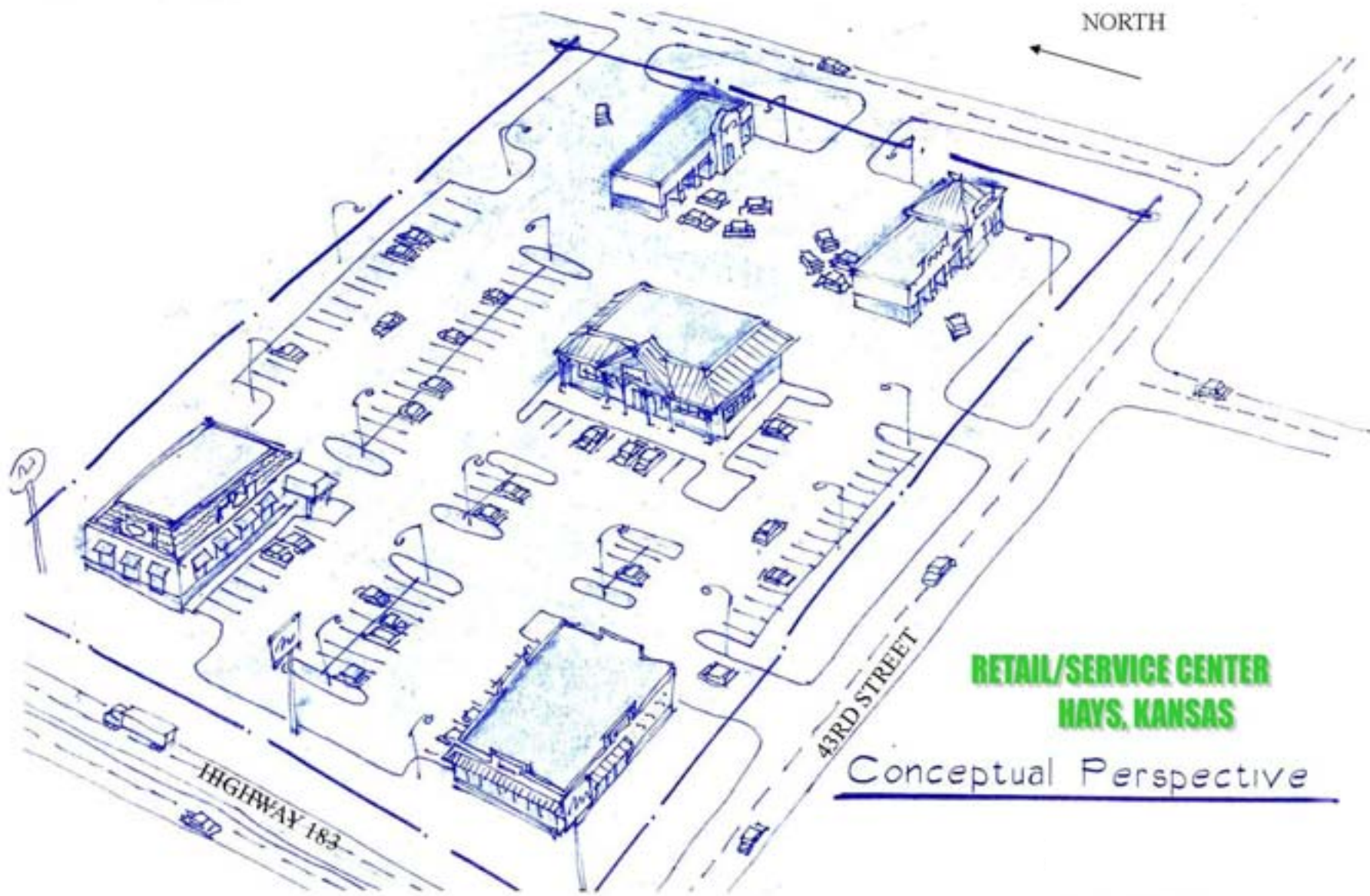
**RETAIL/SERVICE CENTER
HAYS, KANSAS**

PLAN VIEW

NORTH

Site A



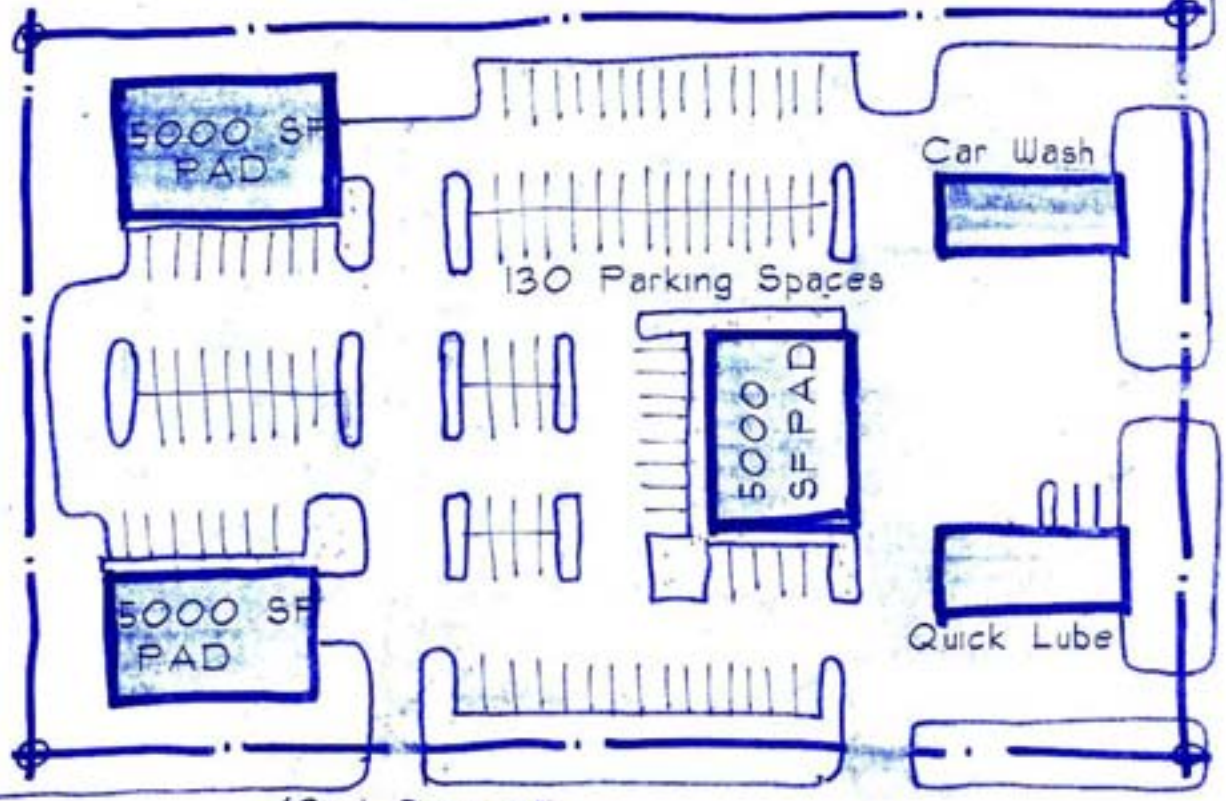


OPTION 1

Site B

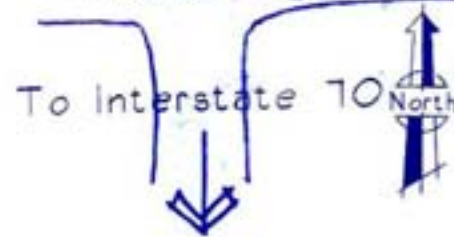
NORTH

US Highway 183, Vine Street



Traffic Light

43rd Street



Site Plan

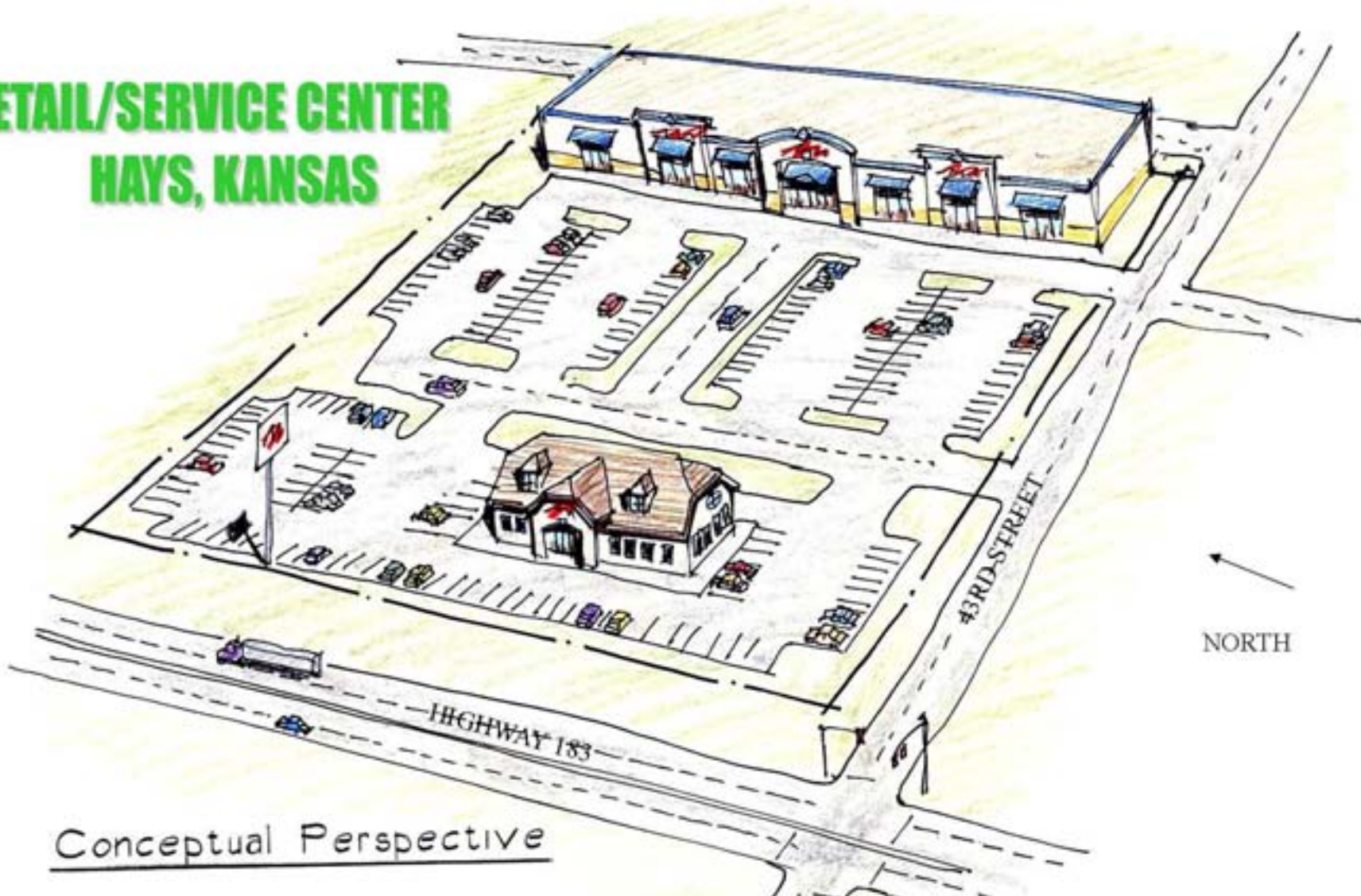
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RETAIL/SERVICE CENTER
HAYS, KANSAS

OPTION 1

Site B

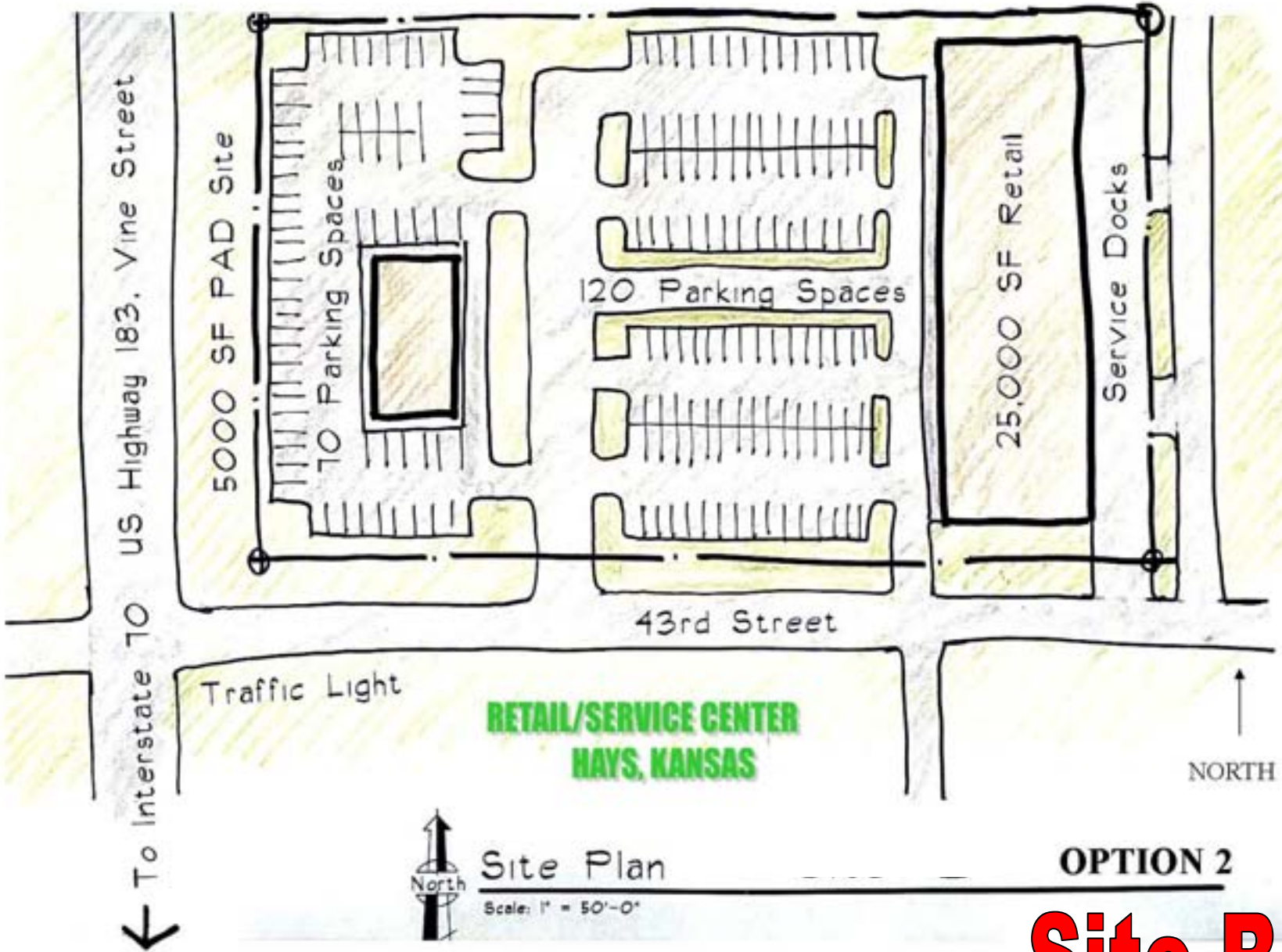
**RETAIL/SERVICE CENTER
HAYS, KANSAS**



Conceptual Perspective

OPTION 2

Site B



← To Interstate 70 US Highway 183, Vine Street

5000 SF PAD Site

70 Parking Spaces

120 Parking Spaces

25,000 SF Retail

Service Docks

43rd Street

Traffic Light

RETAIL/SERVICE CENTER
HAYS, KANSAS

↑
NORTH



Site Plan

Scale: 1" = 50'-0"

OPTION 2

Site B

Tebo Owned Vacant Land Available for Pad Sites or Build to Suit

1	Available - 1.90 Acres
2	Site A - 19.60 Acres
3	Site B - 1.08 Acres

Leased Tebo Owned Sites

5	4,895 SF Building Leased to K. C. West Invest.
6	6,000 SF Building Leased to Xibit Customs
7	4,000 SF Building Leased to Nextech Wireless

Other Area Businesses

A	John Deere
B	Sunflower Bank
C	Wal-Mart
D	2 Strip Centers
E	Wolf Furniture
F	Golden Corral
G	Carlos O'Kelleys
H	Applebees
I	Hays Ford/Toyota
J	Lewis Chrysler/Dodge/Jeep
K	Goodwill
L	Harley Davidson
M	Comfort Inn
N	Sleep Inn
O	Best Western
P	I-Hop
Q	Hampton Inn
R	Home Depot

