

DATA CENTERS

The Kansas City Region **Superior Energy, Capability and Reliability**

One of the most important advantages KC offers is its inherent protection against energy black-outs. Your risks of experiencing an energy black-out are influenced greatly by the distance you are from your primary energy source and your back-up energy source. KC provides:

- Consistently ranked among the best for constant, uninterrupted service
- Exceptional low-cost energy prices
- Local generation via coal, nuclear, wind generation plants

◆ **Central U.S. Location**

Kansas City has a central U.S. location, which reduces the likelihood that KC-based operations will become a target for disruption. And in the case that a disaster recovery site is sought, we are within a day's driving distance of a number of metropolitan areas.



◆ **World-Class Telecommunications Infrastructure**

Home to Sprint's headquarters and major AT&T, Time Warner Cable, and Verizon regional facilities, Greater Kansas City enjoys the benefit of one of the world's most advanced telecommunications networks. It is a focal point both for long-haul fiber and transcontinental fiber networks.

- | | |
|----------------------------|------------------------------|
| • AT&T | • Qwest |
| • Birch Communications | • Sprint |
| • Broadwing Communications | • Sunflower Broadband |
| • CenturyLink | • SureWest Communications |
| • Cogent Communications | • Time Warner Cable Business |
| • Comcast | • tw telecom |
| • Cox Communications | • Verizon Communications |
| • Level 3 Communications | • Unite Private Networks |
| • LightEdge Solutions | • Zayo Group |
| • liNKCity | |

◆ **KC Offers One of the Deepest I.T. Talent Pools in the Central U.S. Kansas City**

- Available labor in I.T. professions (over 34,000) is strong
- Sprint headquarters, significant operations for AT&T, tw telecom, and Time Warner Cable
- Financial: American Century, Federal Reserve Bank of KC, H&R Block, Key Bank, State Street, and U.S. Bank
- Data Processing, Software & Engineering: CitiGroup, Honeywell, Garmin, Bayer, Cerner, DST Systems, Black & Veatch, Burns and McDonnell, CRB Consulting Engineers, Inc., Ellerbe Becket, GBA, and Olsson Associates

KC Connects with German-based Internet Company

World's largest web hosting company invests \$42 million in Lenexa.

"1&1 has found an excellent business climate in Kansas, and we have been enthusiastically welcomed to the Kansas City Area, said Andreas Gauger, chairman, 1&1 Internet.

1&1 Internet is the recognized leader of Web hosting products in Europe and began serving U.S. customers in late 2003. The company selected a 55,000-sq.-ft. facility at College Crossing Business Park and will house 40,000 servers to accommodate the company's fast growing

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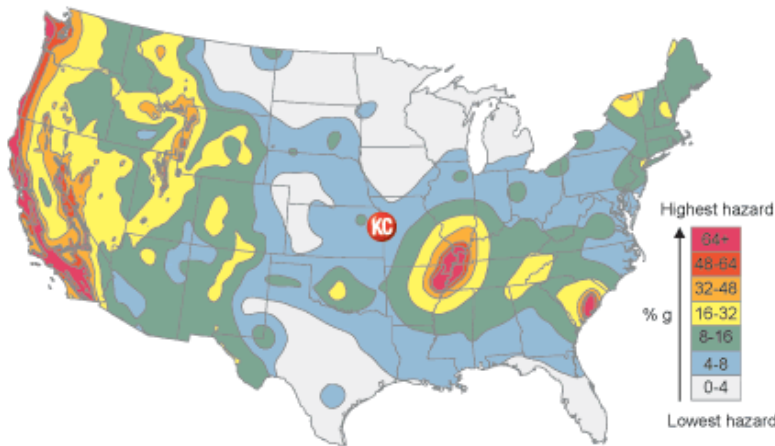
DATACENTERS REGIONAL SNAPSHOT

◆ **Incentives**

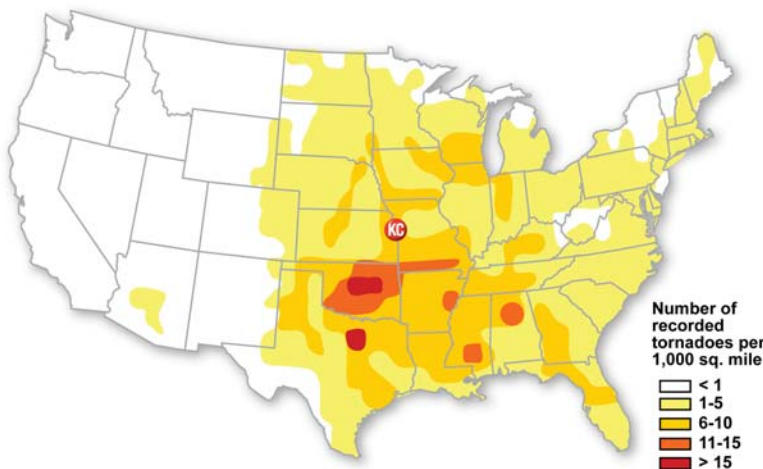
- Utility – five-year decreasing discount equivalent to one year of free electricity
- Real Property Tax Abatement – discretionary program offered by many cities
- Training – flexible, tailored programs for the client company
- Tax Credits – based on job creation & capital investment
- Personal Property Tax Exemption – full exemption provided in Kansas; Missouri communities have discretionary programs developed to reduce or eliminate property tax on machinery and equipment.

◆ **Availability of targeted sites and facilities with existing power and telecom infrastructure**

◆ **Low Natural Disaster Occurrence Probability**



Earthquake – prepared by the U.S. Geological Survey, the map shows the KC area to be in relatively little threat of significant seismic activity.



Tornado – prepared by the National Severe Storm Lab, this map illustrates the total annual threat of tornadoes in the U.S. The mean number of days per year with one or more events within 25 miles of KC is 1.0 days.

Select Major DC Successes

- 1&1 Internet
- ADT Security Service, Inc.
- American Century
- Bank of America
- Black & Veatch
- Cavern Technologies
- Cerner Corporation (2)
- Children’s Mercy Hospital
- CitiGroup
- Commerce Bancshares, Inc.
- CoSentry KC
- DST Systems
- First Nat’l. Technology Sol.
- GSI
- H&R Block
- Hallmark Cards
- Honeywell FM&T
- IRS Processing Center
- Liberty Mutual
- MasterCard International
- St. Luke’s Health System
- Sprint
- State Street
- SubTech Data Center
- UMB Financial Corporation
- U.S. Bank

“We have quality universities in the four state region that provide the architectural and engineering talent to enable us, and the other firms in the KC area, to satisfy the requirements of the very demanding data center industry.”

Kim Pearse, P.E.
GBA

◆ **Data Center Management Support**

- KC area CIOs run a peer group that meets monthly
- AFCOM data center industry chapter
- 7 x 24 Exchange
- KCnext