



REAL ESTATE SERVICES, LLC

REAL ESTATE. REAL STRATEGIES. REAL SUCCESS.®

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Support for HB2527

January 31, 2024

Chairman Delperdang and members of the Committee:

Block Real Estate Services supports policies that create capacity and take away the disincentive to invest in Kansas infrastructure.

We have a long history of development throughout the Kansas City region. One of our biggest challenges is getting the infrastructure where it's needed, when it's needed. We are concerned that the current disincentive to invest in Kansas will only make those timelines worse and continue to prevent development.

As projects look in our region, they have a timeline that they would like to get in service by. Too often, the electric service cannot be extended to them to meet that timeline. That causes us to lose projects or to have to hope that they have some flexibility. We have experienced firsthand the effects that the current disincentivizing environment has created in Kansas. Several large industrial deals have been lost to date.

Taking away the disincentive to invest and allowing the utility to recover its full costs not only makes sense for Kansas, but it makes sense for customers as well. This will allow development to proceed and reduce the timeframe of serving projects. Winning projects is good for Kansas and good for customers because it has a downward pressure on rates.

We understand you have a complex job weighing the interests of various stakeholders. However, we can tell you from our experience on the ground that this is an issue for Kansas. We lend our voices in support of finding a way to help increase energy capacity in Kansas and removing the disincentive to invest in Kansas.

Please feel free to contact us with any questions.

Sincerely,

Kenneth G. Block, SIOR, CCIM
Managing Principal

KGB:slf

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