

Statement of Chad Tenpenny
General Counsel
Geiger Ready-Mix, Inc.
Senate Commerce Committee
Regarding 2025 Senate Bill 51
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Mr. Chairman and members of the Committee. My name is Chad Tenpenny. I serve as the General Counsel to Geiger Ready-Mix.

Geiger Ready-Mix, Inc. is a 133-year-old Kansas company with roots in Leavenworth and headquarters in Kansas City, Kansas. Geiger is a family owned and operated business that employs over two hundred and fifty (250) team members. Geiger operates seven Kansas City area concrete ready-mix batch plants. This includes Kansas locations in Leavenworth, Kansas City, Olathe and De Soto. When you are in the Kansas City area you have undoubtedly seen the big red and white ready-mix concrete trucks who timely deliver concrete to job sites throughout the metro.

In addition to residential construction and city street upgrades, high profile projects Geiger Ready Mix have supplied concrete on include US-69 expansion in Overland Park, numerous Amazon distribution facilities throughout the Kansas City Metro, and a data center in Kansas City, Missouri.

President and CEO Todd Geiger and his family call the Tonganoxie community home and dedicate their business to Kansas values and building the area economy. The company motto is "on time and hustle." Geiger is truly dedicated to the efficient delivery of concrete and works hard to do business in a fashion that is fair to employees, customers, and communities.

First, I would like to begin my comments by saying "thank you." Geiger Ready Mix has a concrete batch plant operating on the ASTRA Enterprise Park site in De Soto supplying concrete to the construction of the Panasonic battery facility and many customers in the area that are a product and outgrowth of recent state investment. These projects include housing, public infrastructure and a firehouse serving the community. The fifteen or so Geiger Ready-Mix team members who support the De Soto plant thank you for your support of economic development in the De Soto area.

Second, Mr. Chairman, today Geiger appears before the Committee in support of Senate Bill 51. The bill establishes a sales tax exemption for qualified data centers in Kansas and aims to incentivize the construction and operation of data centers in Kansas.

Geiger understands the legislature has many economic development tools to balance, such as property tax relief or infrastructure investment. However, the company supports efforts to equalize Kansas sales tax exemption law to level the playing field with numerous other states competing for the opportunity to host data centers. Passage of the bill and leveling the playing field will potentially create significant opportunities for ready-mix concrete companies, their customers and vendors in the De Soto area. Geiger Ready-Mix has data center expertise and is ready to help build the surrounding infrastructure to support the coming economic development.

Finally, I want to note that Geiger Ready-Mix is hiring. We are looking for folks who don't mind getting up a little early in the morning and who are eager to build the Kansas economy. Our ready-mix truck drivers or, Delivery Professionals, as we call them, can make up to \$80,000 in their first year with the company. Experienced Driver Professionals who have been with the company for a number of years can make over \$100,000.

With that in mind, we urge you to support Senate Bill 51 as it not only will help build out the Kansas economy, it will also help Kansans with the opportunity to enjoy good paying and rewarding careers.

Thank you.

Chad Tenpenny
General Counsel
Geiger Ready-Mix, Inc.

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