



## Missouri: The Global Leader in Agtech

**MISSOURI**  
Global Agtech Leader<sup>®</sup>



# Agtech in Missouri



Missouri is the global leader in agtech and gateway to the future of advanced farming. Missouri's agtech industry is leading the way with innovative technology and research that is transforming agriculture.

Agtech research is taking place across Missouri, in innovation communities and in our leading educational institutions. Missouri's crop and livestock diversity, abundant water supply and rich soil provide a solid, statewide foundation for agtech companies to grow and succeed.

Missouri is home to dynamic animal health and plant science clusters, and more than half of the world's animal health industry sales are represented in the Kansas City region.

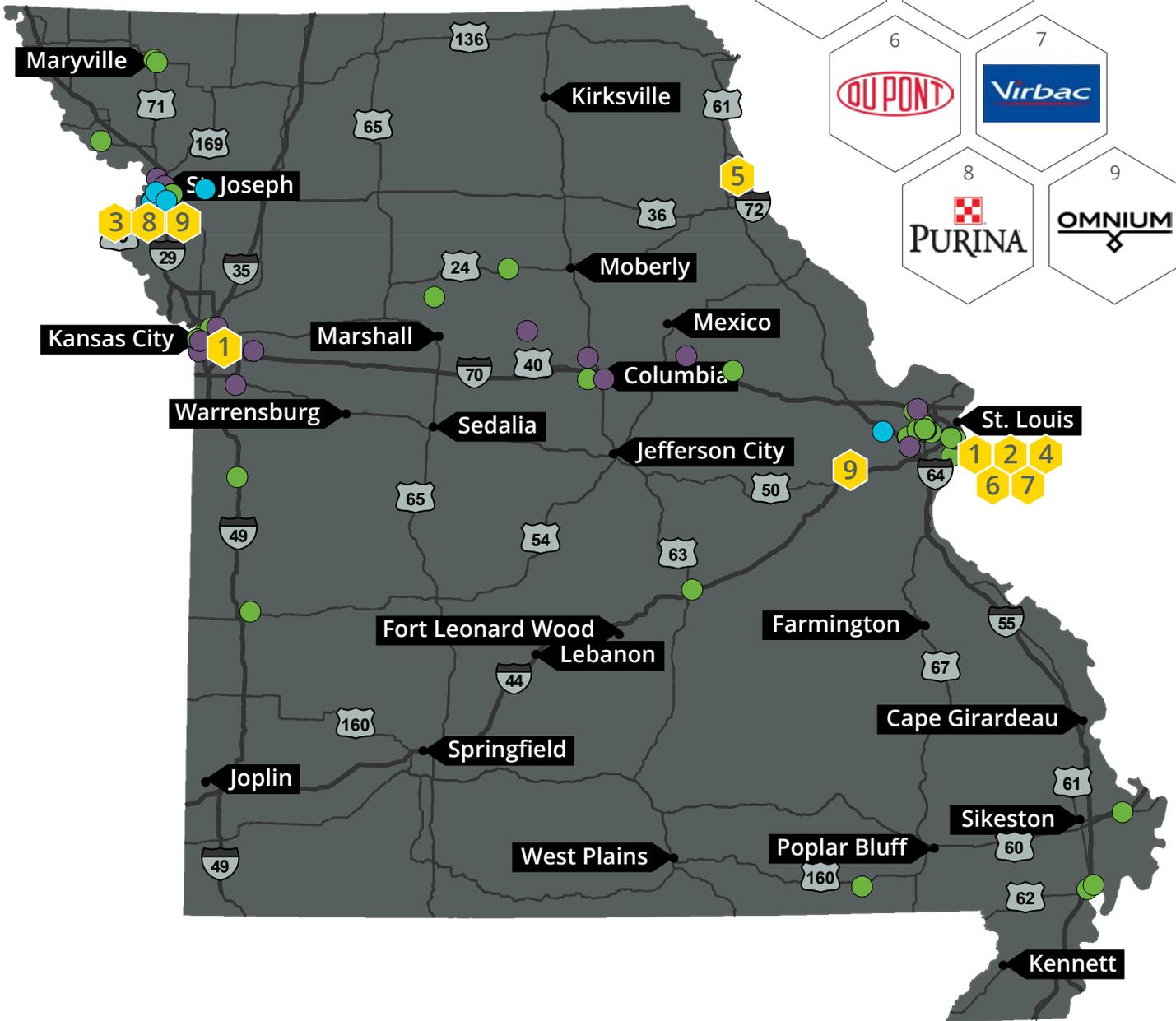
And Missouri's agriculture industry contributed \$33 billion in GDP to Missouri's economy in 2016, and generated \$88 billion in sales and more than 378,000 jobs. In fact, so much agricultural product is shipped via river barge from Missouri that a 15-mile section of the Mississippi is becoming known as the "Ag Coast" of America.

We are also proud to be home to leading agtech organizations, including the Danforth Plant Science Center, the Missouri Botanical Garden, Yield Lab, DuPont, BASF, Bayer Crop Science, Bunge, KWS, Zoetis, Boehringer Ingelheim, AgriLabs, and many more. We are also home to the headquarters of Rabo AgriFinance, providing extensive financing and insurance options for US farmers, ranchers and agribusinesses.

In Missouri, the future of agtech is happening today. Big data, smart farming, input optimization, precision ag, biologicals, breeding, green chemistry, green pharmaceuticals, intellectual capital, an extensive agtech infrastructure, investors ... it's all growing right here.

# Missouri Agtech Companies

- Agtech companies
- Veterinary pharmaceutical companies
- Animal feed companies



# Missouri Agtech Companies



ALBAUGH, LLC



ARVEGENIX



BENSON HILL BIOSYSTEMS



BUNGE



MOgene



NRGene



## Missouri Animal Feed Companies



## Missouri Veterinary Pharmaceutical Companies



## Recent Projects

**AgIdea** (St. Louis), a contract research and development (R&D) company based in Pergamino, Argentina, announced its plans to expand in Missouri after selecting the state as the home of its North American headquarters. The company announced it would be creating 25 new jobs and more than \$3 million in investment.

**Bayer AG and Monsanto Co.** (St. Louis) announced a \$66 billion definitive merger agreement. The combined businesses committed to retaining a strong presence in Missouri, which is the home of their new Global Seeds & Traits and North American commercial headquarters. In 2013, Monsanto announced a \$400 million dollar expansion in Missouri which created more than 625 new jobs.

**Boehringer Ingelheim** (St. Joseph), a leading provider of animal health products for pets and livestock, announced it was expanding in Missouri in 2017. The expansion is expected to create 20 new jobs in the state, and will add to its 700,000 sq. ft. campus in St. Joseph, which also includes a warehouse, R&D and other support functions.

**Bunge North America** (St. Louis), a leading agribusiness and food ingredient company, expanded in Missouri, with a new, state-of-the-art headquarters in St. Louis County and a product innovation center in St. Charles. The expansion was expected to create 200 new high-paying jobs.



*Randy Lewis, Senior Vice President and General Manager of Spectrum Brand's Pet, Home & Garden division, speaks during an event announcing the division's selection of St. Louis for its expanded headquarters*



*John F. McDonnell, Chairman of the Donald Danforth Plant Science Center's Board of Directors, speaks at the announcement event for Forrest Innovations' expansion to St. Louis*

**DuPont Pioneer** (St. Louis), the agricultural business arm of DowDuPont, recently formed a public-private partnership with the Donald Danforth Plant Science Center to research and improve food security crops. The partnership aims to increase the nutrient and economic stability for farmers and their families.

**Edison Agrosiences** (St. Louis), a biotech company originally from Durham, North Carolina, announced its plans to relocate its headquarters to Missouri in 2016. To help facilitate the move, the BioGenerator and Missouri Technology Corp. invested \$800,000 into the startup, which created 6 new jobs in the state.

**Evogene** (St. Louis), an Israeli-based agtech company focusing on crop productivity and economics for the food, feed and biofuel industries, announced its plans to expand in Missouri in 2015. The expansion created 15 new jobs and represented \$1 million in capital investment in the state.

**Forrest Innovations** (St. Louis), an agtech company working at the forefront of technology to address two major challenges in the outdoor environment: reducing mosquito-carried disease and overcoming a bacteria that is threatening the citrus industry's existence, announced its expansion in Missouri in 2015.

**Lacgene Technologies** (St. Louis), an India-based agtech company focused on providing innovative, natural, agricultural products and solutions using genetics, chemical processes and nanotechnology, established its U.S. headquarters in Missouri in 2015. The company's expansion created 30 new jobs in the state.

**Lettuce Dream** (Maryville), an agtech company engaged in hydroponic farming, expanded in Missouri in 2016. The company's expansion created 5 new jobs and \$1 million in capital investment in the state.

**NRGene** (St. Louis), an Israeli agtech company that develops advanced computational tools and uses big data to identify genetic traits to improve yield, environmental tolerance and disease resistance, announced its plans to open its U.S. headquarters in Missouri's Cortex Innovation Community in St. Louis. The expansion created 6 new jobs in the state.

**Purina Mills** (St. Joseph) will invest approximately \$32 million at their St. Joseph location to demolish a mill and build a new facility. The new mill facility will be far more automated and efficient.

**Spectrum Brands** (St. Louis), expanded its Pet, Home & Garden division in Missouri in 2015. The expansion created 45 new jobs and \$1 million in capital investment in the state.

**SyMyco Inc.** (St. Louis), an India-based agtech company, announced it was expanding in Missouri's BRDG Park in 2015. The expansion was expected to triple the company's research and production capabilities.

**Virbac** (Multiple locations), a worldwide leader in developing, manufacturing and distributing companion animal health products, announced a new expansion in St. Louis in 2016, and a second expansion in Kansas City in 2017. The companies' expansions added 144 new jobs and more than \$37 million in capital investment to the state.

## Research Parks and Incubators

**39 North** (St. Louis) is Missouri's first agtech innovation district. 39 North covers nearly 600 acres in Missouri and includes many of the region's top agtech companies including Bayer Crop Science, the Danforth Plant Science Center, Bio-Research & Development Growth (BRDG) Park and the Helix Center Biotech Incubator. 39 North is geared toward providing the lifestyle often sought by today's highly skilled scientific workers, with a mix of retail, residential and office space connected by walking and biking trails.

**Bio-Research and Development Growth (BRDG) Park** (St. Louis) is adjacent to the Donald Danforth Plant Science Center and houses a variety of tenants in the bioscience industry including Evogene, Forrest Innovations, KWS, and New Leaf Symbiotics, which recently received \$24 million in funding led by California-based Otter Capital and Monsanto Growth Ventures (MGV).

**The Center for Emerging Technologies** (St. Louis) develops startup companies in biotechnology, biomedical engineering, advanced materials, and electronics. Stereotaxis became the first of the center's companies to complete a public offering. In 2014, the Cambridge Innovation Center took over management of the Center for Emerging Technologies, creating their first location outside of Boston.



*The Cortex Innovation Community in St. Louis, Missouri*



*39 North, Missouri's first agtech innovation district, in St. Louis, Missouri*

**The Christopher S. "Kit" Bond Science and Technology Incubator/Innovation Stockyard** (St. Joseph) is home to the Institute for Industrial and Applied Life Sciences, which offers training and wet lab space. The 25,000 square ft. incubator is operated in conjunction with Missouri Western University. Tenants include Boehringer Ingelheim Vetmedica, Method Genetics, and the United States Animal Health Association.

**The Cortex Innovation Community** (St. Louis) is a cutting edge innovation district located near Washington University in St. Louis, Saint Louis University, and Barnes-Jewish Hospital. Institutions within the district receive more than \$400 million in NIH funding annually.

**The Dean L. Hubbard Center for Innovation and Entrepreneurship at Northwest Missouri State University** (Maryville) is a service-oriented business incubator connecting industry and academics. The center offers state-of-the-art research facilities, a commercial analytical lab and tailored support for business acceleration.

**Helix Center Biotech Incubator** (St. Louis) is a new small business incubator providing office and laboratory space for startup companies in the plant and life sciences. Located near the Donald Danforth Plant Science Center and BRDG Park, the Helix Center offers start-ups ready access to expertise and facilities.



*The Hundley-Whaley Research Center in Albany, Missouri*

**Innovative Technology Enterprises (ITE)** (St. Louis) helps convert innovative ideas into thriving businesses in the information technology and life science sectors. ITE offers state-of-the-art infrastructure, in house mentoring, business development and access to University of Missouri-St. Louis faculty and students. In keeping with the University's mission, ITE innovations support economic development.

**The Missouri Research Park** (St. Louis) is a 200- acre high-tech research facility with 15 tenant companies employing more than 2,000 people. Current tenants include AFB International and the Novus International Research Center.

**T-Rex** (St. Louis), is a coworking space and technology incubator, providing startups & entrepreneurs with low cost & flexible enterprise space, while serving the region with quality programming and inspiring community.

**University of Missouri Discovery Ridge** (Columbia) leverages the University of Missouri's resources in agriculture, health, veterinary medicine, bioengineering, nutrition, biology and environmental services.

**The UMKC Innovation Center** (Kansas City) partners with the university and the community to spark entrepreneurial efforts within the region and across the country. Specializing in technology commercialization, the UMKC Innovation Center delivers just-in-time education, counseling and access to resources to aspiring and existing business owners.

**The University of Missouri (MU) Life Science Business Incubator at Monsanto Place** (Columbia) is

home to more than 30 early stage companies creating new products in human health, animal health, and plant sciences. Clients at the incubator include Tensive Controls (peptide drugs to control metabolism in animals and humans) and Eternogen (innovative dermal filler using rapidly polymerizing collagen).

## Plant science research centers

**Bradford Research and Extension Center** (Columbia), a 591-acre research farm near the University of Missouri, provides land, equipment and facilities to University of Missouri and USDA scientists for performing research in crop, soils, entomology, pathology, turf and other disciplines.

**Christopher S. Bond Life Sciences Center** (Columbia) is a state-of-the-art center that promotes interdisciplinary research aimed at increasing food production and quality, improving human and animal health and enhancing environmental quality.

**Donald Danforth Plant Science Center** (St. Louis), the world's largest independent research institute focused on plant science, conducts research targeted at increasing crop yields, their nutritional value and resistance to drought and disease. Their goal is to reduce the need for pesticides and fertilizers and develop sustainable sources of energy.

**Hundley-Whaley Research Center** (Albany), a 375-acre venue of river bottom soils in northwest Missouri, engages in testing of new crop varieties and technologies, stressing best management practices and sustainable production methods.

**Interdisciplinary Plant Group** is an internationally recognized community of nearly 60 MU plant scientists that transcends traditional departmental boundaries to facilitate the sharing of ideas and resources and to create opportunities for collaboration through interdisciplinary meetings, seminars and annual symposiums.

**Greenley Research Center** (Novelty), a 700 acres located on the claypan soil region of northeast Missouri, evaluates efficient and profitable crop production while emphasizing soil conservation, water quality and energy efficiency.

**Missouri Botanical Garden** (St. Louis) conducts the most productive and diverse botanical research in the world, employing nearly 50 Ph.D. botanists. The Garden's Herbarium is one of the world's best resources for information on bryophytes and vascular plants, with over six million specimens.

**Missouri State University Center for Grapevine Biotechnology** (Mountain Grove) is committed to exploring genetic resources and identifying health-promoting compounds in diverse grapevine species for securing the profitability and sustainability of the grape and wine industry and for improving human health.

**MRIGlobal** (Kansas City) develops and evaluates seed coating and pelletizing processes using chemical or biological treatments. Formerly known as the Midwest Research Institute, MRIGlobal has earned international recognition for its health research services supporting the pharmaceutical, biotechnology, veterinary and agrochemical industries worldwide.

**National Center for Soybean Biotechnology** (Columbia) uses innovative molecular approaches to soybean improvement. The U.S. Congress selected the MU to host the NCSB based on their interdisciplinary research on soybean genetics, genomics, and related sciences.

**Plant Transformation Core** (Columbia) is a public institution for the enhancement of applied research in plant biology.

**Fischer Delta Research Center** (Portageville) is focused on crop production and management, specifically cotton and rice production. Scientists at the 1,078-acre facility also research soybean cropping systems, weed, insect and disease control and variety evaluations. The

Delta Center has gained recognition for the development of improved soybean varieties, especially those with soybean cyst nematode resistance.

**University of Missouri** (Columbia) has a world-class comprehensive plant sciences research and development pipeline, covering basic plant biology studies, plant transformation and breeding. Agricultural Research Centers located around the state provide venues for the field analysis of potential new crop varieties and technologies.

**The Whitney R. Harris World Ecology Center** (St. Louis) was founded more than 20 years ago by the University of Missouri-St. Louis (UMSL) in cooperation with the Missouri Botanical Garden. The facility has grown into one of the world's preeminent centers for education and research in tropical biology. UMSL is one of the country's leading universities in this area of study, drawing students from 38 countries.

## Other plant science organizations

**The Botanical Society of America** (HQ St. Louis) is a membership society whose mission is to promote botany. Founded in 1893, the BSA is one of the world's largest societies devoted to the study of plants and allied organisms, and functions as an umbrella organization covering all specialties. They moved to St. Louis in 2003.

**The Missouri Biotechnology Association** (Jefferson City) is the state's premier professional business association dedicated to growing and protecting Missouri's bioscience and high-tech companies.

**The World Agricultural Forum (WAF)** (St. Louis) concentrates on the lives and livelihood of the world's population and its growing need for food, fuel and fiber. On a global stage, the WAF hosts one of the largest biennial gatherings of leaders to implement positive changes in both developed and developing nations.

## Animal health research centers

**The Christopher S. Bond Life Sciences Center** (Columbia) is a state-of-the-art center promoting interdisciplinary research in food production, environmental quality and advances in human and animal health.

**IDEXX Bioresearch** (Columbia), located on the campus of the University of Missouri, is one of the two largest research animal diagnostic laboratories in the U.S. and the largest at an academic institution.

**MRIGlobal** (Kansas City), known formerly as the Midwest Research Institute, has earned international recognition for its health research services supporting the pharmaceutical, biotechnology, veterinary and agrochemical industries.

**The Metagenomics Center** (Columbia) offers a full range of services associated with the characterization of complex microbial communities such as those present in feces, respiratory fluids, and other biological samples, including DNA extraction and purification, next-generation sequencing of bacterial and fungal communities, informatics analysis, and storage of biological samples and sequence data. Through its close affiliation with the MU MMRRC and RRRC, the MUMC serves the biomedical community as a resource in characterizing the role of the gut microbiota in animal models of disease.

**The Mutant Mouse Regional Resource Center** (Columbia) accepts and distributes high quality, well-characterized mutant mice. The MMRRC also performs critical research that has broad impact on biomedical research through refinement and optimization of mouse models of disease. Research projects include

characterization of intestinal microbiota and its contribution to model phenotypes, and development and improvement of economical methods for cryopreservation of mouse strains.

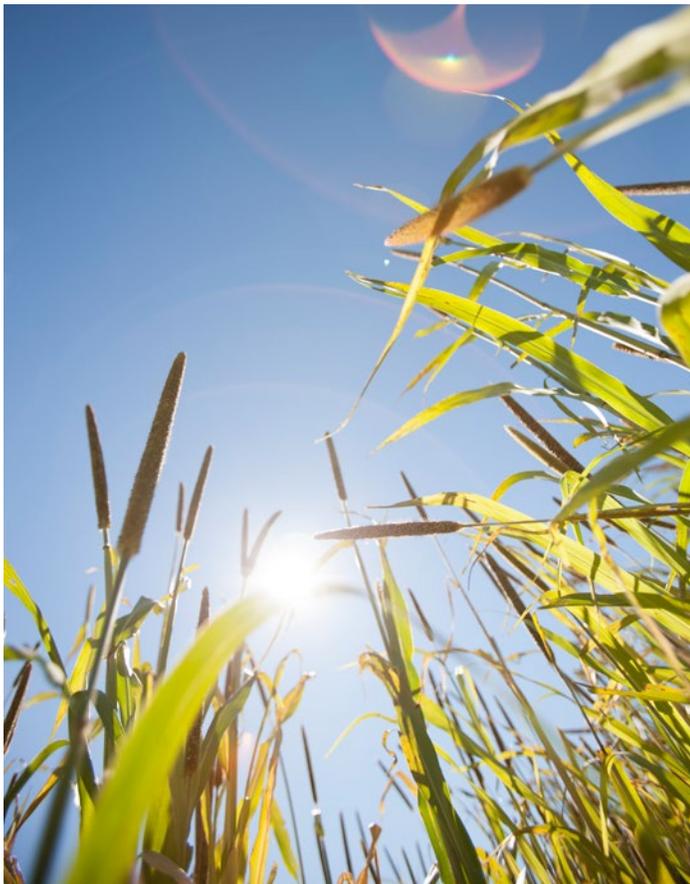
**The National Swine Resources and Research Center** (Columbia) was established in 2003 to develop the infrastructure to ensure that biomedical investigators across a variety of disciplines have access to critically needed swine models of human health and disease. The NSRRC will also serve as a central resource for reagents, creation of new genetically modified swine, and information and training related to use of swine models in biomedical research. The first genetically modified pigs produced by somatic cell nuclear transfer and the first pigs with a gene disrupted were produced at the University of Missouri. In combination with expertise on early embryo develop the NSRRC is internationally recognized.

**The Rat Resource and Research Center (RRRC)** (Columbia) is the only centralized repository for genetically modified rats in the United States, supplying biomedical researchers with rat models, embryonic stem cells, related reagents, protocols and specialized services. The RRRC imports, stores and distributes a large number of rat strains, maintaining rigorous genetic quality control and health monitoring to promote experimental reproducibility.



*The MU Life Science Business Incubator at Monsanto Place in Columbia, Missouri*

## Agricultural Organizations in Missouri



American Angus Association

American International Charolais Association

American Chianina Association

American Dorper Sheep Breeders Society

American Hereford Association

American Karakul Sheep Registry

American Maine-Anjou Association

American Soybean Association

Farm Equipment Manufacturers Association

International Fruit Tree Association

Mid-America Organic Association

National Corn Growers Association

Pesticide Stewardship Alliance

The Poultry Federation

Purebred Dexter Cattle Association of North America

United Soybean Board

United States Animal Health Association

U.S. Soybean Export Council

## Access To Capital

### Missouri venture capital funds and resources

**Advantage Capital Partners** (St. Louis) provides equity and debt capital, along with value-added counsel, to businesses with a potential for excellent returns and significant community impact.

**Arch Grants** (St. Louis) offers startups funding in the form of grants and supports the startups as they remain or transition to downtown St. Louis.

**BioGenerator** is an evergreen investor that creates, grows, and funds innovative companies and talented entrepreneurs in the St. Louis region. BioGenerator identifies and de-risks commercially promising innovations and services; advises innovators and entrepreneurs; recruits and supports entrepreneurial talent; makes staged investments grounded in rigorous due diligence; and offers access to enabling lab space and capital equipment. BioGenerator positions companies to navigate the unique challenges of early-stage bioscience company development. The U.S. Economic Development Administration (EDA) recently awarded the BioGenerator a \$300,000 grant to help support area startups. BioGenerator is the investment arm of BioSTL.

**BioSTL** fosters collaborative efforts to advance innovation & entrepreneurship that build on St. Louis' world-class medical & plant biosciences. Since 2001, BioSTL has been building the foundation for medical and plant science, innovation and entrepreneur success that is transforming the St. Louis Economy.

**Bush O'Donnell Capital Partners** (St. Louis), invests in companies that have recurring annual revenues of \$5 million or more.

**Capital for Business, Inc. (CFB)** (St. Louis) targets leading companies in attractive niche markets that share the following characteristics: significant and defensible market positions, differentiated products and services, scalable business platforms and consistent financial performance. CFB targets investments arising from management buyouts, leveraged buyouts, recapitalizations, corporate divestitures, growth financings and going-private transactions.

**CC Capital Advisors** (Kansas City) is an independent investment banking firm providing services to middle-market companies, both public and private. Services include consultation of mergers and acquisitions, capital sourcing, and corporate financial and strategic planning.

**Cultivation Capital** (St. Louis) announced the launch of its Health and Life Sciences fund in 2013. The fund is dedicated to investing in healthcare information technology and related mobile health platforms, medical devices, compound and drug discovery and plant/seed or biosciences technology. Cultivation Capital was recognized for being among the nation's most active seed investors in 2015.

**The eFactory** (Springfield) is a business incubator at Missouri State University that supports startups and early stage companies in several targeted industries with a variety of resources, including early stage seed capital.

**GlobalSTL**, an initiative of BioSTL, aims to recruit high-growth international companies to set up U.S. headquarters in St. Louis. GlobalSTL focuses on companies that match well with St. Louis' strengths in ag and plant science, medical and human health, cyber security, financial technology, and food and nutrition.

**Helix Fund** (St. Louis) supports entrepreneurship in the plant and life science sector by providing early stage capital and other financial support for advancing the commercialization of technology and innovation.

**Lewis & Clark Ventures** (St. Louis) is a venture capital firm focused on funding for high growth companies in sectors that include agtech, digital healthcare and software, serving markets such as financial, agricultural, healthcare, and business enterprise solutions.

**Nidus Partners** (St. Louis) is a unique collaboration between experienced entrepreneurs and strategic corporations for the purpose of identifying and commercializing technologies in the energy market. The partnership provides seed funding, entrepreneurial experience and market input to advance early technology towards commercialization.



**Oakwood Medical Investors** (St. Louis) is a life sciences venture capital fund that invests in development-stage medical device, biopharmaceutical and health-care service companies.

**Prolog Ventures** (St. Louis) specializes in early stage life science and animal health companies.

**RiverVest Venture Partners** (St. Louis) invests in medical device and biopharmaceutical industries, as well as later-stage life science businesses.

**Stifel, Nicolaus & Company** (St. Louis) is a co-general partner of Vectis II, a national life sciences venture capital and private equity fund, co-headquartered in St. Louis and in Boston with its partner, Brooke Private Equity Advisors.

**Thompson Street Capital Partners** (St. Louis) is a private equity firm that invests in profitable middle-market companies headquartered in North America.

**Tradebot Ventures** (Kansas City) invests in technology-based companies located in the Kansas City region.

**Triathlon Medical Ventures** (St. Louis) is a Midwest-based venture capital firm that invests exclusively in the life sciences, providing equity capital to early and expansion stage human healthcare companies.

**Yield Lab** (St. Louis) is a new agriculture technology accelerator funded by Cultivation Capital that began funding its first group of startups in early 2015.

## Angel networks

**Arch Angels** (St. Louis) is a part of the region's seed to later stage equity capital continuum, targeting an investment range generally underserved by institutional venture capital firms.

**Billiken Angels** (St. Louis) provides capital to firms in all industries and at all stages, not just start-ups. To be considered, a company must be in the St. Louis region, owned by current or former St. Louis University students, faculty, or staff, or use intellectual property licensed from Saint Louis University.

**Centennial Investors Angel Investor Network** (Columbia) is a network of accredited investors devoted to funding technology-based start-up and early stage companies.

**Show-Me Angels** (Lee's Summit) is a membership organization of accredited investors committed to investing in early-stage companies in the Kansas City region.

**St. Joseph Angel Capital Group** (St. Joseph) is affiliated with Mid-America Angel Investors, a highly respected investor group located in Kansas City utilizing experienced professionals. This affiliation allows St. Joseph the ability to have an angel fund of local investors to provide early stage funding of new business opportunities while at the same time creating a flexible investment opportunity for interested investors.

## State funding resources

**The Missouri Technology Corporation (MTC)**, was established by the Missouri Legislature in 1994 as a private not-for-profit charged with attracting research funding and technology companies to Missouri. MTC has various funding and grant programs aimed at growing the state's bioscience sector, including the Missouri IDEA (Innovation, Development, and Entrepreneurship Advancement) Funds. The IDEA Funds support the transfer of science and technology into job creation and provide financing to eligible businesses through four stages of growth: pre-seed capital stage financing; seed capital stage financing; venture capital stage financing; and expansion stage debt.



*Sam Al-Murrani speaks at the Animal Health Investment Forum in Kansas City*

**The Life Sciences Research Trust Fund** was established in 2003 to enhance and transform research into commercial life science technology. The fund's focuses include agriculture, animal science, plant science, medical devices, biomaterials and composite research. The fund also supports nanotechnology related to drug development and delivery, diagnostics, clinical imaging, and information technology related to human health.

## Investment capital conferences

**Ag Innovation Showcase** is the leading annual global event for agricultural technology industry leaders, entrepreneurs, venture capitalists and investors. Held in St. Louis at the Danforth Plant Science Center, the showcase features innovative approaches for advancing productivity and sustainability in agriculture. Leading-edge technology sectors presented include: ag-biotech, food and nutrition, alternative energy, informatics, animal health and sustainable materials.

**Animal Health Investment Forum** is held annually in the Kansas City region to generate investment for early-stage animal health-related companies. Companies presenting at the Forum have raised over \$260 million. The 2017 forum featured 18 early-state animal health companies from all over the world.

**Invest Midwest** facilitates investment in the region's top life science, technology and alternative energy companies. This annual conference attracts more than 300 attendees and has helped generate more than \$1 billion in investment capital over the past 17 years.

## Occupation Information for Agtech

Code	Occupation title	Missouri employment	Missouri median hourly wage	U.S. median hourly wage	Missouri annual mean wage	U.S. annual mean wage
00-0000	All Occupations	2,757,850	\$16.46	\$17.81	\$44,620	\$49,630
19-0000	Life, Physical, and Social Science Occupations	17,900	\$25.08	\$30.45	\$59,240	\$72,930
19-1011	Animal Scientists	100	\$22.98	\$29.01	\$53,820	\$72,890
19-1023	Zoologists and Wildlife Biologists	380	\$23.55	\$29.10	\$53,010	\$64,890
19-1029	Biological Scientists, All Other	390	\$32.29	\$35.96	\$68,490	\$77,830
19-1031	Conservation Scientists	520	\$25.15	\$29.72	56,390	65,130
19-4021	Biological Technicians	1,210	\$19.00	\$20.44	\$39,550	\$46,130
19-4099	Life, Physical, and Social Science Technicians, All Other	1,830	\$20.44	\$22.14	\$44,140	\$49,270
29-1131	Veterinarians	1,580	\$38.13	\$42.68	\$90,220	\$100,560
29-2056	Veterinary Technologists and Technicians	1,530	\$17.07	\$15.62	\$36,370	\$33,870
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	380	\$21.74	\$21.79	\$46,480	\$48,820
45-2011	Agricultural Inspectors	260	\$21.18	\$20.58	\$45,430	\$44,260
45-2091	Agricultural Equipment Operators	570	\$13.31	\$13.87	\$29,320	\$30,430

Source: BLS, May 2016

# Missouri Reduces Your Risk and Your Costs

Missouri provides you with a solid business foundation, financial and otherwise. In Missouri, taxes and business costs don't eat up all of your company's profits.

## Income tax allocation

An important tax advantage for Missouri businesses is the amount of income considered taxable as only income earned in Missouri is taxed. Two allocation options are offered for calculating this income: (1) the three-factor formula, based on sales, property and payroll or (2) the single-factor formula, based only on sales. Missouri is one of only two states to allow companies to annually select the income allocation formula that results in lower corporate income tax liability.

In addition, it is important to note that Missouri has not adopted worldwide or nationwide unitary tax assessment in computing multinational corporate income tax liability.



5TH BEST CORPORATE INCOME  
TAX INDEX IN THE U.S.

## Tax exemptions for manufacturers

Manufacturers locating in Missouri enjoy numerous tax advantages, including:

- Sales/use tax exemption on machinery and equipment used to establish a new or expand an existing facility
- Property tax exemption for inventories
- State sales tax & local use tax exemption on energy purchases

## Our services

Missouri is also committed to your growth. We are ready to work with you, statewide, to make the journey from the initial site search to the day you open for business see reduced risk, no pain, and efficient progress through first-class support and site selection assistance. Our team is ready to work with you and provide a "concierge service" as you consider where your next expansion will be.

Benefits like our low business and labor costs, reliable and inexpensive energy, aggressive and performance-based incentives and a statewide commitment to attracting companies and investment, make Missouri a place where your company can come to grow and thrive. Whether it's in six weeks, six months, or six years, we are an expert resource to support you when the time is right to look at Missouri.

## Certified Sites

Missouri's Certified Sites Program also reduces your risk by ensuring there has already been a comprehensive review of items including the availability of utilities, site access, environmental concerns, land use conformance, and potential site development costs. Having a site "certified" reduces the risk associated with development of particular sites by providing up front and consistent information. Additionally, Missouri's 50+ years of a AAA bond rating is representative of our solid financial acumen and stable financial foundations.

Missouri has more than 64 rail served sites of 50+ acres or more and 103 industrial facilities with more than 50,000+ square feet (LocationOne as of 12/05/2017).



**Steve Johnson, CEO**

314-725-2688, [steve@missouripartnership.com](mailto:steve@missouripartnership.com)

Steve joined the Missouri Partnership in early 2015, having led regional economic development efforts in both St. Louis and Kansas City over the past 20+ years. Steve directs the Partnership's marketing and business recruitment teams, working in close cooperation with the Missouri Department of Economic Development and the Hawthorn Foundation.



**Subash Alias, SVP**

314-932-3973, [subash@missouripartnership.com](mailto:subash@missouripartnership.com)

Working primarily out of the St. Louis office, Subash focuses on business recruitment activities including lead generation and project management across multiple industry sectors to bring jobs and investment to Missouri.



**Sean Johnson, VP of Business Recruitment**

816-489-5898, [sean@missouripartnership.com](mailto:sean@missouripartnership.com)

Sean's responsibilities for Missouri include leading marketing outreach trips, vetting available sites and buildings, providing community and workforce information, communicating Missouri's favorable tax climate, and negotiating incentives with companies considering the Show-Me State as a location to invest and create jobs. He is based in our Kansas City office.



**Deborah Price, VP of Business Recruitment & General Counsel**

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Focusing mostly in domestic markets as well as South America and Israel, Deborah is generating, cultivating and closing opportunities with companies across multiple industry sectors. As General Counsel, Deborah serves as the Partnership's senior attorney responsible for advising the CEO on legal issues involving organizational operations, contractual and statutory compliance and overall risk management.



**Dennis Pruitt, CEcD, VP of International Business Recruitment**

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Dennis, who is based in the St. Louis office, works across multiple industry sectors, primarily targeting companies in Europe, Asia, and Canada to bring new jobs and investment into Missouri.



*Created January 2018 • Updated August 2018*

*Missouri Partnership is a public-private economic development organization focused on attracting new jobs and investment to the state and promoting Missouri's business strengths. We work in partnership with the Hawthorn Foundation, the Missouri Department of Economic Development, the State of Missouri, and economic development agencies across the state. • 120 South Central Ave, Suite 1535, St. Louis, MO 63105 • 1100 Walnut St, Suite 1700, Kansas City, MO 64106 • [missouripartnership.com](http://missouripartnership.com)*