Missouri advantages for the plant science industry
5 reasons to locate a plant science company in Missouri:

1. **Thriving industry:** Missouri has the right business environment for plant science companies.
   Missouri is home to major plant science companies including Monsanto, Bayer CropScience, Bunge, and BASF. [Go to page 3.](#)

2. **Abundant resources:** Companies are supported by research centers and incubator facilities—and an abundance of funding sources—to bring their discoveries from the laboratory to the market.
   In 2014, the number of venture capital deals reached a 14-year high in Missouri, according to the MoneyTree report put out by PricewaterhouseCoopers. [Go to page 7.](#)

3. **Quality workforce:** Missouri has the talent to sustain plant science companies.
   The Donald Danforth Plant Science Center is the world’s largest independent research institute focused on plant science, with 170 scientists and 95 PhDs. [Go to page 12.](#)

4. **World-class education:** Missouri’s top-ranked educational institutions draw unparalleled talent.
   40 Missouri colleges and universities offer bachelor’s degrees or higher in biological or biomedical sciences, including the University of Missouri, which is one of only a few universities in the U.S. with schools of medicine, agriculture and veterinary medicine on one campus. [Go to page 13.](#)

5. **Solid infrastructure:** Missouri’s top-ranked transportation network is a dependable delivery system for goods and services.
   With its centralized Midwest location, Missouri lies at the heart of a vast transportation network with direct connections to domestic and foreign markets. [Go to page 15.](#)
Missouri has long been recognized for having the right business environment for bioscience companies.

Missouri is home to major plant science companies including Monsanto, Bayer CropScience, Bunge, and BASF.

Missouri is a hub for leading agricultural associations, including the National Corn Growers Association and the American Soybean Association. Each organization has a vested interest in bioscience research for improved product yield.

Missouri is in the top 10 states in the U.S. for pro-business rankings
- A top 10 state for low taxes including property tax and corporate income tax indices (Tax Foundation, 2015)
- Top 10 Pro-Business State for five consecutive years (Pollina Corporate, 2014)
- Top 10 state for regulatory environment (Forbes, 2014)

Recent plant science projects in Missouri

2015
Evogene Ltd. (St. Louis), a biotech company that has partnered with Monsanto for nearly a decade, announced plans to build a 6,000-square-foot research and development facility at Bio-Research & Development Growth (BRDG) Park. The project is estimated to cost $10 million and will broaden the company’s existing predictive discovery and validation capabilities.

2014
Kaiima Bio-Agritech (St. Louis) selected Missouri as the location of its U.S. headquarters. Kaiima is an innovative, Israeli-based plant genetics and breeding-technology company that has developed a non-GMO technology platform that improves crop productivity. Founded in 2007, the company has raised $98 million (USD) in multiple venture capital financings.

KWS SAAT AG (St. Louis), one of the four world leading plant breeding companies, announced it had selected St. Louis as the location for its U.S. Plant Research Center.

SCD Probiotics (HQ Kansas City), produces probiotics for nutritional supplements, cleaning supplies, lawn and garden products and pet products. The company announced plans to make a capital investment of $3.4 million and add 40 jobs.
The Donald Danforth Plant Science Center (St. Louis) announced a $45 million expansion, making room for more than 100 additional researchers. Monsanto Co. (HQ St. Louis) announced a $400 million expansion at its Chesterfield Village Research Center, which will result in 675 new jobs. Monsanto is a Fortune 500 company that helps farmers grow more crops by applying biotechnology and genomics to seeds and herbicides. In addition to producing the world's top herbicide (Roundup), the company also produces seeds which are resistant to Roundup.

Major plant science companies

Bayer CropScience's Core Technologies Center (Kansas City) oversees manufacturing, formulation operations and R&D activities for its parent company. The Kansas City company was created by Bayer AG's acquisition of Aventis CropScience in 2001 and serves as its U.S. sales offices.

BASF (Palmyra and St. Joseph) is the global leader in seed-applied biological products for the agricultural sector. The company's St. Joseph facility produces seed inoculants.

Bunge North America (HQ St. Louis) is a leading exporter and domestic supplier of soybeans, corn, wheat, sorghum, canola and rice in the United States. The company also produces edible oils and shortenings, dry corn milling, animal feed, breakfast cereals, snack foods and breads.

Danisco Food Ingredient Solutions (St. Louis) formerly known as Solae, the company manufactures soy protein for beverages and meatless foods, as well as soy-based polymers used in the paper industry. It was formed as a joint venture between DuPont and Bunge in 2003 until DuPont took full ownership in 2012. Today the company serves more than 3,500 customers in 80 countries.

DuPont Pioneer (Miami and New Madrid) serves soybean growers in the southern U.S. from a $60 million soybean production plant in New Madrid, Mo. The company also has a research facility in Miami, Mo., which sells corn, soybeans, sorghum and wheat seed throughout the state.

Missouri Moisture Analyzers (Maryville), a subsidiary of Brazil-based Motomco Group, builds and calibrates moisture control analyzers used in agriculture production and grain storage. The company, which operates out of the Center for Innovation and Entrepreneurship (CIE) at Northwest Missouri State University, plans to sell, assemble, and maintain equipment and service contracts throughout the U.S., Mexico and Central America.
Sigma-Aldrich (HQ St. Louis) produces chemical and biochemical products for scientific research, biotechnology, pharmaceutical development and the diagnosis of disease. The company’s plant biotech products and kits are designed specifically for plant research in genomics, proteomics, tissue culture, protein expression, protein extraction, plant immunochemistry and plant protein isolation. Sigma-Aldrich was acquired by Merck in 2014.

Missouri agricultural associations
National Corn Growers Association (St. Louis)
American Soybean Association (St. Louis)
American Angus Association (St. Joseph)
Missouri Soybean Association (Jefferson City)

“Located in the BRDG Park, in the middle of a cluster of universities, institutes, and startups, our new facility strengthens the position of KWS in global plant research, offering proximity to one of the key markets and major centers of excellence in plant research. This will be supported by existing facilities in the BRDG Park as well as by an excellent infrastructure and a top-quality science platform.”

Léon Broers, KWS Member of the Executive Board
Missouri’s major plant science companies and research facilities

- Recent projects
- Plant science companies
- Research parks and incubators
- Research centers
- Port authority
- Major airport
Companies are supported by research centers and incubator facilities—and an abundance of funding sources—to bring their discoveries from the laboratory to the market.

Missouri Botanical Garden in St. Louis

Research parks and incubators

**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 Nidus Investment Partners and New Leaf Symbiotics, which recently received $17 million in funding from California-based Otter Capital.

**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 with plans to add 87,000 square-feet.

**The Cortex Innovation Community** (St. Louis) is a cutting edge biotech 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.

**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.

**Missouri Plant Science Center (MPSC)** (Mexico) is a biotechnology hub fostering collaboration between scientists and entrepreneurs for the purpose of moving research into functional, real-world business applications and consumable products. MPSC’s facilities include state-of-the-art analytical and research instrumentation, shared pilot processing equipment and a small-scale milling plant.
University of Missouri

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

**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 faculty and students. In keeping with the University’s mission, ITE innovations support economic development.

**Life Science Business Incubator at Monsanto Place** (Columbia) is home to 20 companies that include Elemental Enzymes, whose technology enhances yield of crops through ameliorization of soil with stabilized enzymes, and Tiger Energy Solutions, a company working to commercialize a low temperature process for conversion of lignin to alcohol fuel.

Plant science research centers

**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.

**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.

**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.

**University of Missouri**

MU 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. These include:

**Bradford Research and Extension Center** (Columbia), a 591-acre research farm near MU, provides land, equipment and facilities to MU 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.

**Hundley-Whaley Research Center** (Albany) Research at this 375 acre venue of river bottom soils in northwest Missouri includes the 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.
Lee Greenley Jr. Memorial Research Center (Novelty) Research at this 1390 acres located on the clay pan soil region of northeast Missouri evaluates efficient and profitable crop production while emphasizing soil conservation, water quality and energy efficiency.

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.

T.E. Fischer Delta Research Center (Portageville) is focused on crop production and management, specifically cotton and rice production. Scientists at the 1,024-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.

The Whitney R. Harris World Ecology Center (St. Louis) was founded almost 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 24 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 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.
Access to capital

In 2014, the number of venture capital deals reached a 14-year high in Missouri according to the MoneyTree report, put out by PricewaterhouseCoopers.

Angel networks

Click on the orange text for more information.

Arch Angels (St. Louis) are a part of the region’s seed to later stage equity capital continuum, targeting an investment range that is 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, however, the firm or start-up must be owned by current or former St. Louis University students, faculty, or staff, or firms using intellectual property licensed from Saint Louis University.

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

Prosper Angel Network (St. Louis) a new initiative taking aim at closing the gender gap among entrepreneurs.

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, an affiliate of Mid-America Angel Investors, provides early stage funding to new and emerging businesses.

Missouri venture capital funds and resources

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 (St. Louis) is a privately funded, not-for-profit organization that works with researchers, inventors and entrepreneurs to build successful, sustainable life science companies. The BioGenerator provides assistance—including pre-seed and seed investments, access to no-cost shared labs and equipment, and management support—at the very earliest stages of new company formation.

BioSTL (St. Louis) is a collective effort to increase economic activity in the medical and plant sciences throughout the St. Louis area. Evolved from the Coalition for Plant and Life Sciences, BioSTL was granted a five-year, $30 million commitment in 2011 for the purpose of creating bioscience companies and driving economic growth. Funds from Washington University in St. Louis, BJC HealthCare, and the St. Louis Life Sciences Project will increase the region’s capacity to support entrepreneurs and launch BioSTL itself. A majority of new funds will be dedicated to pre-seed and seed investments and associated support for newly created enterprises.

CC Capital Advisors (Kansas City) is an independent investment banking firm that provides 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 nation’s most active seed investors in 2015.
The eFactory (Springfield) business incubator at Missouri State University supports startups and early stage companies in several targeted industries with a variety of resources, including early stage seed capital.

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.

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

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

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

State funding resources
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.

Life Sciences Research Trust Fund was established in 2007 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, 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.

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 15 years.

Missouri Technology Expo (Columbia) provides a forum for researchers, entrepreneurs, investors and business development professionals to interact. The expo brings together ready-to-license technology from institutions across the state, leading state speakers, and a pitch competition with prizes.
Missouri has the right workforce to sustain bioscience companies.

The Bioscience Industry in Missouri is comprised of nearly 3,500 companies employing nearly 50,000 Missourians (U.S. Bureau of Labor Statistics, 2014).

The Donald Danforth Plant Science Center is the world's largest independent research institute focused on plant science, with 170 scientists and 95 PhDs.

### Workforce, all industries


<table>
<thead>
<tr>
<th>State</th>
<th>Employment</th>
<th>Median Hourly Wage</th>
<th>Median Annual Wage</th>
<th>Mean Hourly Wage</th>
<th>Mean Annual Wage</th>
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<tbody>
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<tr>
<td>Iowa</td>
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<td>Kan.</td>
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<td>Ky.</td>
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<td>Okla.</td>
<td>1,784,035</td>
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### Employment by occupation

<table>
<thead>
<tr>
<th>Code</th>
<th>Occupation title</th>
<th>Missouri Employment</th>
<th>Missouri Median Hourly Wage</th>
<th>Missouri Median Annual Wage</th>
<th>U.S. Median Hourly Wage</th>
<th>U.S. Median Annual Wage</th>
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<tr>
<td>00-0000</td>
<td>All Occupations</td>
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<td>$17.09</td>
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<td>19-0000</td>
<td>Life, Physical, and Social Science Occupations</td>
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<td>19-1031</td>
<td>Conservation Scientists</td>
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<td>$25.35</td>
<td>$55,960</td>
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<tr>
<td>19-4099</td>
<td>Life, Physical, and Social Science Technicians, All Other</td>
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<td>$22.10</td>
<td>$47,790</td>
<td>$21.47</td>
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<td>45-1011</td>
<td>First-Line Supervisors of Farming, Fishing, and Forestry Workers</td>
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</table>

*Source: BLS, May 2014*
Missouri’s top-ranked educational institutions draw unparalleled talent.

40 Missouri colleges and universities offer bachelor’s degrees or higher in Biological or Biomedical Sciences (National Center for Education Statistics, 2013).

22 Missouri colleges and universities offer degrees in agriculture (National Center for Education Statistics, 2013).

88.7 percent of Missouri’s population has attained a high school diploma or higher, exceeding the national average of 86.6 percent (American Community Survey, 2013).

Over one million Missourians hold a Bachelor’s degree or higher (American Community Survey, 2013).

In 2013, 95,458 post-secondary degrees/certificates were awarded in the state. Of those, 40,963 were Bachelor’s degrees, 20,577 were Master’s degrees and 4,682 were Doctoral degrees.

The St. Louis Community College’s Center for Plant and Life Sciences bio-technician training program at BRDG Park offers programs in biotechnology, chemical technology, clinical lab technology and horticulture.

The Enstitute, an innovative apprenticeship program that began in New York in 2012, recently announced plans to expand to St. Louis. The Enstitute’s apprenticeships place 18- to 24-year-olds at high-tech companies or nonprofit institutions for one or two years. The St. Louis Enstitute will be the first to offer life-sciences apprenticeships.

“Kaiima selected St. Louis as our base of operations because of the region’s tremendous strengths in plant science research and commercial activity. St. Louis’ vibrant and collaborative entrepreneurial community has also impressed us.”

Dr. Doron Gal, CEO, Kaiima Bio-Agritech
## Plant science degrees granted in 2013

<table>
<thead>
<tr>
<th></th>
<th>Associate's</th>
<th>Bachelor's</th>
<th>Master's</th>
<th>Doctor's</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture, Agriculture Operations</td>
<td>87</td>
<td>641</td>
<td>36</td>
<td>24</td>
<td>788</td>
</tr>
<tr>
<td>and Related Sciences</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Biological and Biomedical Sciences</td>
<td>12</td>
<td>1,971</td>
<td>202</td>
<td>136</td>
<td>2,321</td>
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<tr>
<td>Chemistry</td>
<td>0</td>
<td>349</td>
<td>43</td>
<td>40</td>
<td>432</td>
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<tr>
<td>Food Science and Technology</td>
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<td>5</td>
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<tr>
<td>Plant Sciences</td>
<td>0</td>
<td>98</td>
<td>12</td>
<td>10</td>
<td>120</td>
</tr>
</tbody>
</table>

*Source: National Center for Education Statistics, 2013*
Missouri’s top-ranked transportation network is a dependable delivery system for goods and services.

**Rail**

Missouri is one of the few states that can provide rail access to both east and west coasts. The Show-Me state also provides efficient, low-cost shipping across the country via all Class I carriers: Burlington Northern Santa Fe (BNSF), Kansas City Southern (KCS), Norfolk Southern (NS), Union Pacific (UP), CSX, Canadian National Railway (CN) and Canadian Pacific (CP).

Missouri is ranked fourth in tons and third in rail carloads carried by state (Source: Association of American Railroads).

Two of the largest U.S. rail terminals are located in Kansas City and St. Louis, linking nearly 4,000 miles of track throughout the state.

The CenterPoint KCS Intermodal center includes a 1,000 acre industrial park adjacent to the newly opened Kansas City Southern Intermodal Facility. With infrastructure in place, these sites are build-ready for facilities up to 1 million square feet. KCS offers direct rail service to points along their north/south network in the U.S. and Mexico, including the natural deepwater Port of Lazaro Cardenas, Mexico.

**Roads**

Missouri has one of the least congested transportation networks in the United States and the 6th largest public road and highway system in the nation (Source: Federal Highway Administration, 2013).

Major interstates include I-64, I-44, I-70, I-55, I-35, I-49 and I-29. I-70, which bisects Missouri, is over 2,000 miles long and passes through 10 states. I-29 and I-35 are located within the NAFTA corridor, providing easy access to Canada and Mexico.

There are more than 110,000 commercial trailers registered in Missouri (Source: Bureau of Transportation Statistics, 2011).
Waterways

Missouri is ranked 10th for inland waterway mileage (1,000 miles), moving an average of $4.1 billion in cargo annually (Source for mileage: Bureau of Transportation Statistics, cargo: Missouri Port Authorities).

29 industrial centers, with a combined population of 90 million, can be reached from St. Louis by barge. St. Louis is the northern-most point on the Mississippi River that normally remains ice-free and open throughout the year. The city is also the location of the southern-most lock and dam on the Mississippi (Source: Missouri Port Authorities).

Airports

Missouri travelers can reach most cities in the United States and Canada in less than three hours by air.

The airport system in Missouri consists of approximately 130 public airports, two of which support international traffic: Lambert-St. Louis International and Kansas City International.

Springfield, Branson, Joplin, Columbia, Cape Girardeau, Kirksville and Waynesville (Fort Leonard Wood) also have commercial service.

Missouri has three U.S. Customs Ports of Entry located in Kansas City, Springfield, and St. Louis.

Foreign Trade Zones

Missouri has three foreign trade zones in Kansas City, St. Louis, and Springfield.

The FTZ at Lambert-St. Louis International Airport was recently expanded to include all of St. Louis and St. Louis County under the Alternative Site Framework. The airport has over 600 acres of land for development on the airfield.

Kansas City ranks first in the country in FTZ space, with five manufacturing zones (123.4 acres), nine general purpose FTZ sites, over 8 million square feet of active FTZ space, and 13,000+ acres of inactive FTZ space available for storage or processing merchandise.