



# Distribution and Logistics in Missouri

**MISSOURI**  
What Can We Move For You? ®



# North America's Logistics Center

Missouri knows logistics and can get your product to the global market quickly and efficiently. We are the nation's rail, river and road crossroads, and a booming epicenter of commerce. We can get your goods anywhere in the world via our international airports, extensive river barge infrastructure, or any of the U.S. Class 1 railroads. Missouri is home to the confluence of the two largest rivers in North America, the Missouri and Mississippi. We are also home to the most northern ice-free port on the Mississippi with lock-free access to the Gulf of Mexico.

Missouri's central location allows companies to reach more than 50% of the continental U.S. within one-day's drive, and most of the rest within two. Ninety-six percent of Missouri's population lives within 15 miles of a 4-lane divided highway. In 2019, CNBC ranked Missouri's infrastructure 7th best in the U.S.



## Rail

Missouri is served by every Class 1 railroad in the nation, allowing you single line access to destinations across North America, including deep water ports in Mexico.



## Road

Missouri's central location allows you to reach more than 50% of the continental U.S. in less than one-day's drive, and most of the rest within two. Ninety-six percent of the population lives within 15 miles of an interstate or 4-lane divided highway.



## River

In Missouri, you'll find the most northern ice-free port on the Mississippi, with unrestricted access to the Gulf of Mexico. Missouri is home to the confluence of the two largest rivers in North

America: the Mississippi and the Missouri. Our state waterways carry nearly \$8 billion in cargo annually.<sup>1</sup> More than 552 million tons of product is moved on the Mississippi River and more than 4.9 million tons are moved on the Missouri River each year on average.<sup>2</sup>



## Pipeline

Missouri's 10,700 miles of pipelines carry nine different commodities, a major asset for area manufacturers and energy companies.<sup>3</sup>



## Air

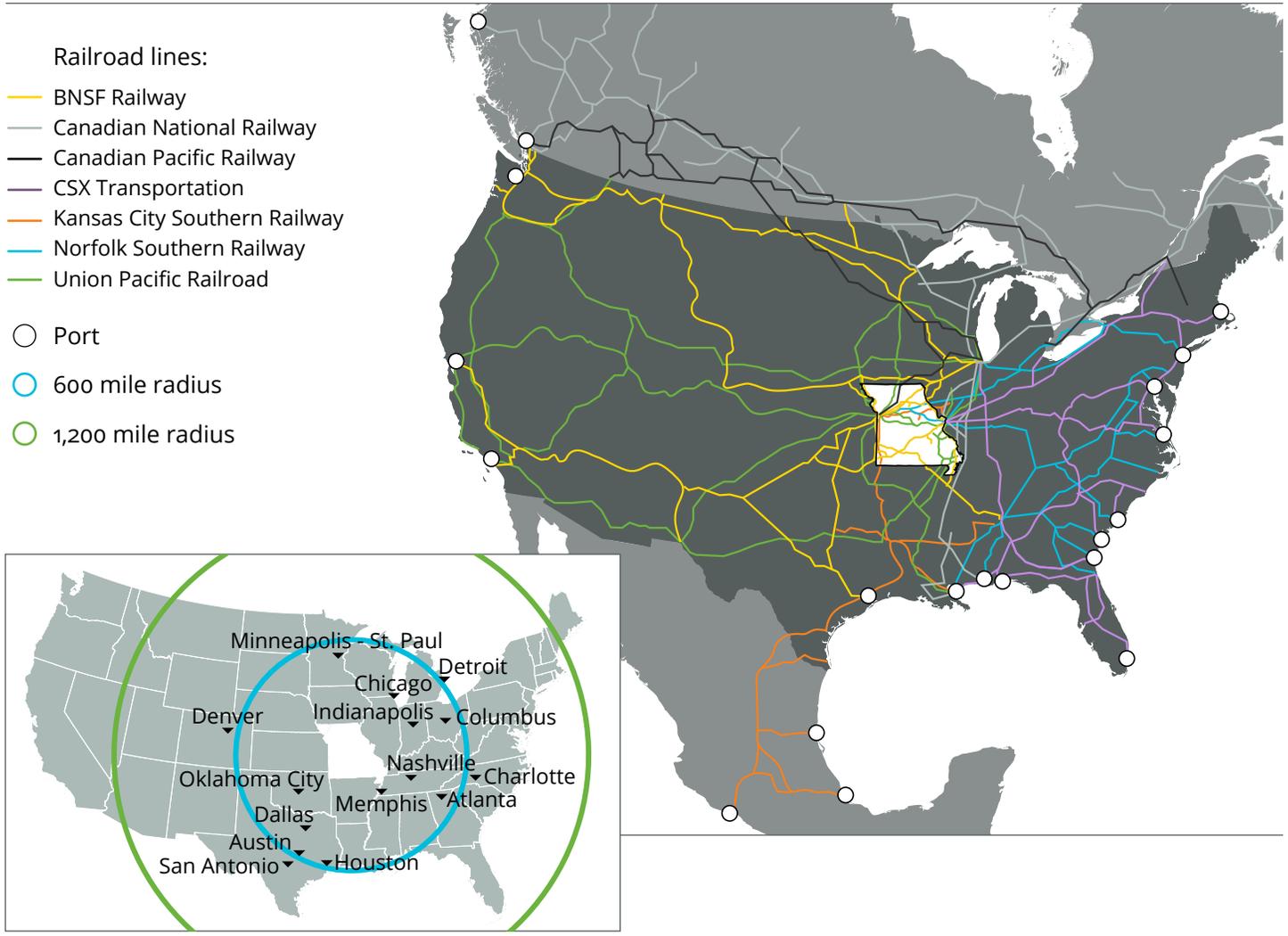
From Missouri, you can fly nonstop to more than 70 destinations across North America.

<sup>1</sup> <http://waterwayscouncil.org/wp-content/uploads/2012/11/Missouri-2016.pdf>

<sup>2</sup> U.S. Army Corps of Engineers, Navigation Data Center, 2017 WCUS

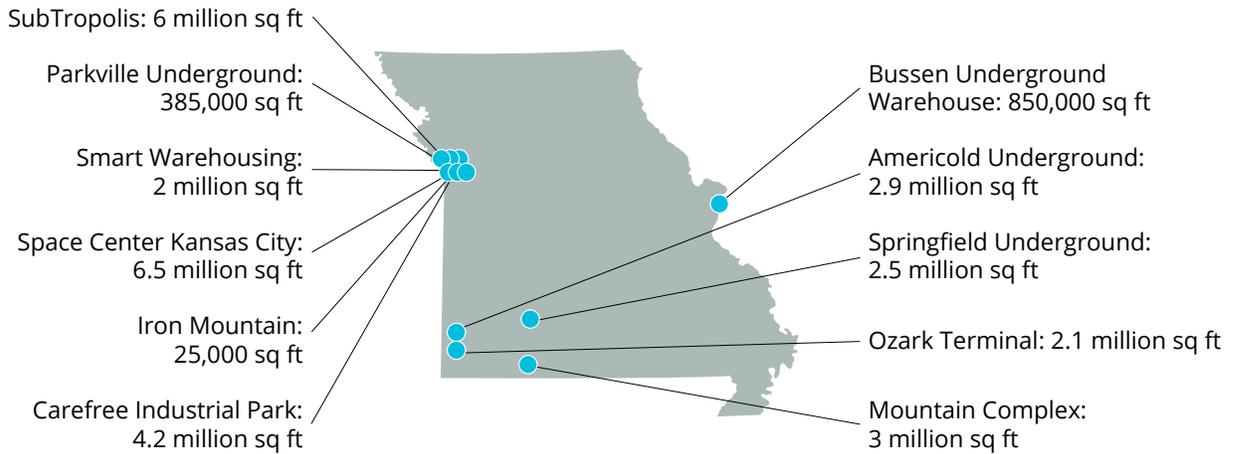
<sup>3</sup> MODOT Freight Plan

# Missouri's Central and Connected Location



# Missouri's Underground Facilities

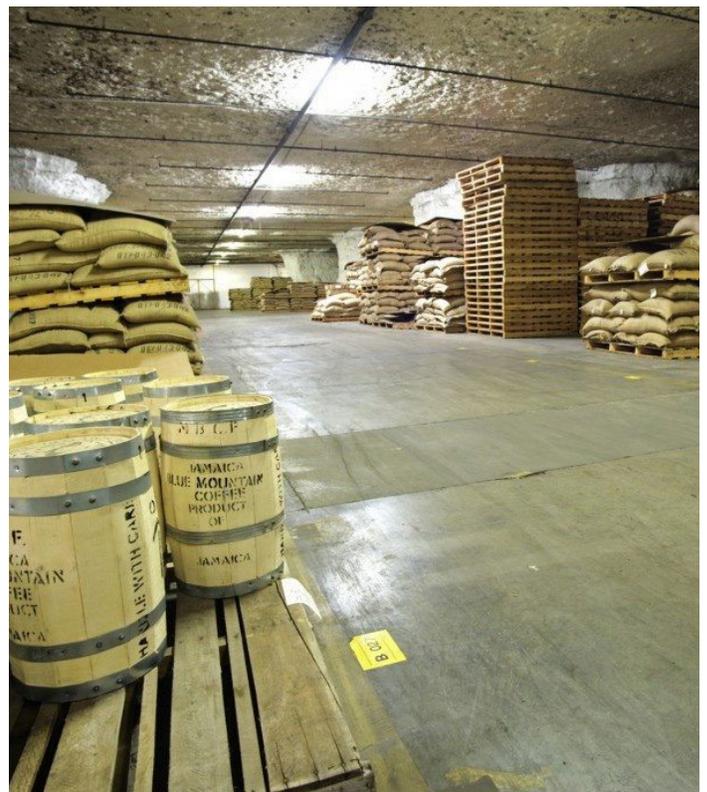
## Missouri's underground facilities



Missouri's unique underground facilities, former limestone mines, total more than 30 million square-feet and offer natural climate control (60-70 degrees year-round), enhanced security, and ceiling heights from 12-45 feet. Limestone, which is three-times stronger than concrete, also reduces tenants' vulnerability to natural disasters.



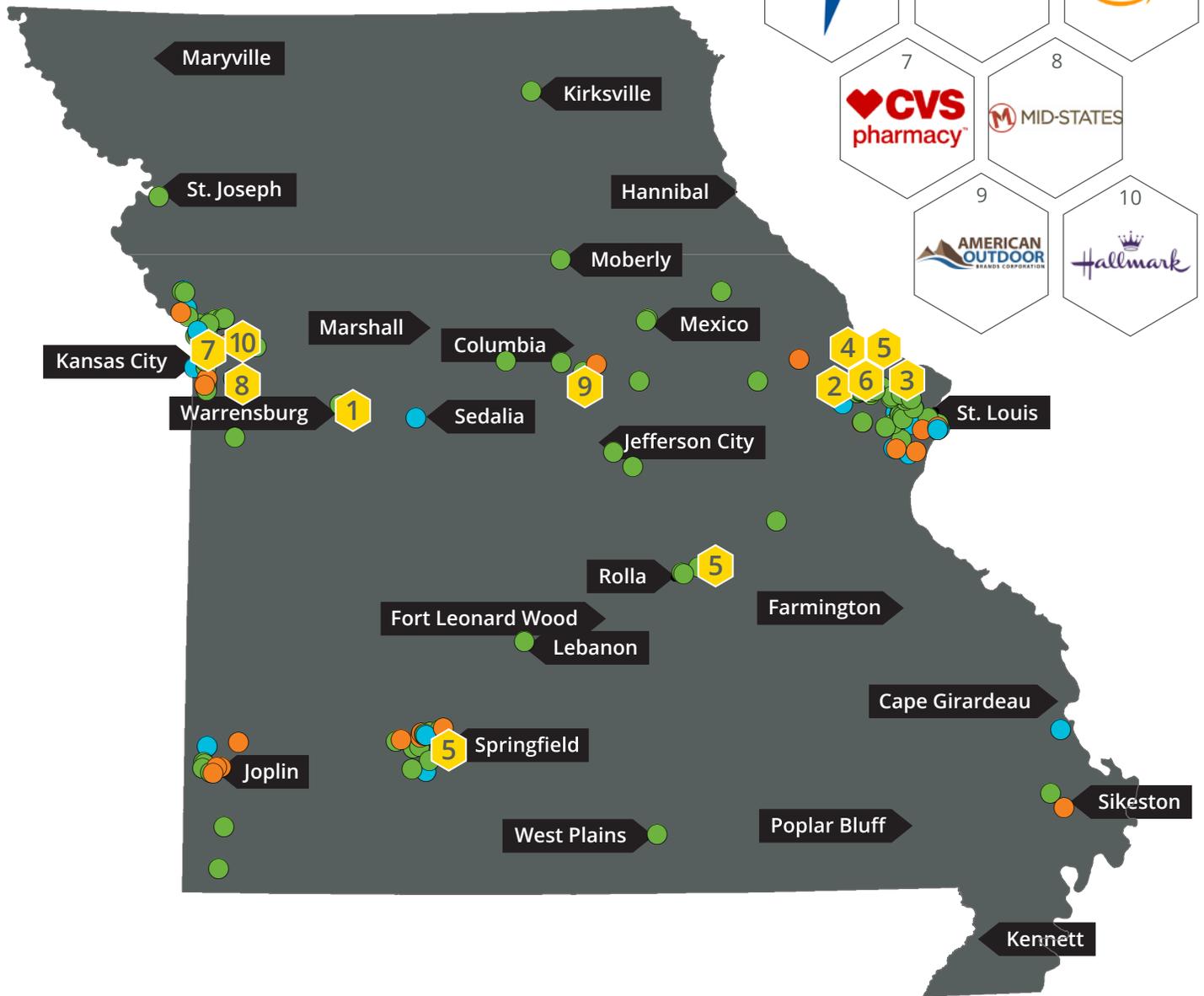
Springfield Underground



SubTropolis

# Missouri's Logistics and Distribution Companies

- Missouri's largest projects by square foot announced from July 2015-June 2019
- Major distribution center
- 3PL company
- Trucking company



## Recent Projects

**Amazon** announced plans for the first Missouri fulfillment center to be located in St. Peters. The project created more than 1,500 full-time jobs with benefits and opportunities to engage with Amazon Robotics in a highly technological workplace. Additionally, Amazon currently operates sortation centers in Hazelwood, Missouri, where it employs hundreds of associates.

**Arrowhead Building Supply** broke ground on a new 75,000 sq. ft. showroom and warehouse in St. Peters, Missouri.

**Artur Express** announced plans to expand with a new headquarters near St. Louis, Missouri. The new headquarters will span 40,000 sq. ft. of office space and 25,000 sq. ft. of shop space that will include 12 drive-through bays.

**BMS Logistics**, a company specializing in contract packaging, online order fulfillment and warehousing, is expanding its operations in Kansas City, Missouri. The company leased 432,000 sq. ft. at the KCI Intermodal BusinessCentre, and is expected to add more than 200 jobs in the region.

**Central Marketing Transport**, a refrigerated truck-load carrier, announced its expansion into a new 20,000 sq. ft. facility near Strafford, Missouri. The new maintenance and driver facility represents \$1 million in investment and will allow the company to draw from the region's skilled workforce.

**Cosmos Corporation**, a pet care manufacturing company, announced expansion plans and the move of its world headquarters to O'Fallon, Missouri. The \$25.7 million facility is the site for all administration, manufacturing and distribution operations, allowing Cosmos to meet a growing demand for natural pet products.

**Davidson Surface/Air** expanded with a new \$32 million headquarters in Bridgeton, Missouri. The 1,000,000 sq. ft. facility will be home to more than 125 new employees.

**Dayton Freight Lines Inc.** expanded with a new service center in Grandview, Missouri. The new center, built in response to increased demand, is a 110-door facility set on 34 acres. It allows the company to offer faster and more consistent transportation service.

**Earth-To-Go, Inc.** expanded with a new 20,000 sq. ft. facility in Waynesville, Missouri. The new facility represents more than \$6 million in capital investment, creating 70 new jobs in the region.

**Grove Collaborative**, a high-growth natural home focused platform delivering products directly to consumers, announced plans to open a new fulfillment center in St. Peters, Missouri. The new 137,000 square foot facility represents \$3.7 million in total capital investment, and will create 210 new jobs in the region over the coming years.

**Heritage Tractor**, a wholesale distributor of farm equipment, expanded with eight new facilities in Missouri following the acquisition of Larson Farm and Lawn. The new facilities are located in Jefferson City, Lebanon, Rolla, Anderson, Freistatt, Rogersville, Nixa and West Plains, Missouri.

**Imperial Dade**, a distributor of disposable food service and janitorial supplies, expanded with a new 80,000 sq. ft. warehouse in Kansas City, Missouri. According to company officials, the facility is the 19th location for Imperial Dade and will add to the company's growing footprint in the Midwest.

**Lanter Distributing LLC**, a leading national distributor of multi-temperature products, announced it was expanding its warehouse and distribution facility in the Hunt Midwest SubTropolis. The company announced its decision to consolidate its regional operations into a new 126,000 sq. ft. facility within the world's largest underground business complex.



**Medline**, a manufacturer and distributor of medical supplies, is expanding with a new distribution center in the Premier 370 industrial park in St. Peters, Missouri. The distribution center will serve area health care facilities.

**Mid-States Distributing** expanded with a new 725,769 sq. ft. distribution center in Lee's Summit, Missouri. The new expansion is expected to create 35 new jobs in the region.

**True Manufacturing** expanded with a new 200,000 sq. ft. distribution center in O'Fallon, Missouri. The expansion represents \$9 million in capital investment.

## Missouri's Logistics and Distribution Companies

More than 21,000 companies and 219,000 workers are already taking advantage of Missouri's logistics infrastructure, competitive business costs, low cost of living, and vibrant culture.

Walmart, Dollar General, Dollar Tree, General Mills, Kraft Heinz, and Rawlings all have distribution centers in Missouri.

Kansas City and St. Louis were top metro areas for new distribution and warehouse construction in 2016 according to the Site Selection Group.<sup>1</sup>

### Companies With Major Distribution Centers In Missouri



amazon



**BLOUNT**  
INTERNATIONAL



Brookstone



CertainTeed  
SAINT-GOBAIN



Coca-Cola



Dawn



FedEx

FLEX | N | GATE



Green Supply  
The Sportsman's Choice



Hallmark



Heritage  
TRACTOR



JGDD Latty



**KOHL'S**  
expect great things

KraftHeinz



luxco

<sup>1</sup><https://info.siteselectiongroup.com/blog/top-metro-areas-for-warehouse-construction>



Service Metal Products

Soft Surroundings



### Major Third Party Logistics (3PI) Companies In Missouri



## Major Trucking Companies in Missouri



## Organizations

**KC SmartPort** is a non-profit economic development organization comprised of investors representing every link of the supply chain. Its mission is to attract freight based economic development projects to the greater Kansas City region. [www.kcsmartport.com](http://www.kcsmartport.com)

**St. Louis Regional Freightway** is the St. Louis region's go-to source for coordinating freight activity and providing assistance to manufacturing, logistics, and multimodal transportation companies and their service providers. [www.thefreightway.com](http://www.thefreightway.com)

# Logistics and Distribution Talent

With more than 219,000 workers in the logistics industry, Missouri’s growing, diverse population is a strong point of difference among other Midwest states—and median wages in Missouri are lower than wages in 30 other states.<sup>1</sup>

Missouri’s high school graduation rate ranks in the top 12 in the nation at 88.3 percent, higher than the national average.<sup>2</sup>

Seven Missouri post-secondary institutions offer programs in truck driver training:

- Crowder College (Neosho)
- Metropolitan Community College (Kansas City)
- Mineral Area College (Park Hills)
- Ozarks Technical Community College (Springfield)
- Ranken Technical College (St. Louis)
- St. Louis Community College (St. Louis)
- State Fair Community College (Sedalia)

14 Missouri colleges and universities offer programs or courses in logistics or supply chain management:

- Fontbonne University (St. Louis)
- Lindenwood University (St. Charles)
- Metropolitan Community College (Kansas City)
- Missouri Southern State University (Joplin)
- Missouri State University (Springfield)
- Missouri University of Science & Technology (Rolla)
- Park University (Parkville)
- Saint Louis University (St. Louis)
- St. Charles Community College (Cottleville)
- St. Louis Community College (St. Louis)
- University of Central Missouri (Warrensburg)
- University of Missouri-Kansas City (Kansas City)
- University of Missouri-St. Louis (St. Louis)
- Washington University in St. Louis (St. Louis)

## Distribution and logistics related occupations<sup>3</sup>

Code	Occupation title	Missouri employment	Missouri median hourly wage	U.S. median hourly wage
00-0000	All Occupations	2,804,780	\$17.33	\$18.58
53-0000	Transportation and Material Moving Occupations	193,920	\$15.68	\$15.74
53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling	6,540	\$26.05	\$26.73
53-3031	Driver/Sales Workers	9,250	\$11.30	\$18.66
53-3032	Heavy and Tractor-Trailer Truck Drivers	44,470	\$21.17	\$21.00
53-3033	Light Truck or Delivery Services Drivers	16,840	\$14.66	\$15.78
53-3099	Motor Vehicle Operators, All Other	1,840	\$12.81	\$14.60
53-7051	Industrial Truck and Tractor Operators	12,490	\$16.40	\$16.71
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	46,990	\$13.89	\$13.59
53-7063	Machine Feeders and Offbearers	1,610	\$13.13	\$14.21
53-7064	Packers and Packagers, Hand	9,350	\$11.83	\$11.82
53-7081	Refuse and Recyclable Material Collectors	1,900	\$15.18	\$17.92
53-7121	Tank Car, Truck, and Ship Loaders	-	\$22.06	\$18.38
53-7199	Material Moving Workers, All Other	210	\$12.14	\$14.14

<sup>1</sup> Bureau of Labor Statistics, 2018  
<sup>2</sup> U.S. Dept. of Education, 2017  
<sup>3</sup> Bureau of Labor Statistics, May 2018



# Missouri Reduces Your Risk and Your Cost

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

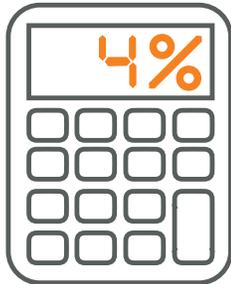
## Income Tax Allocation

An important tax advantage for Missouri businesses is the amount of income considered taxable because only income earned in Missouri is taxed. And, in 2020, Missouri's corporate income tax rate will drop to 4 percent, making us one of the best states in the U.S.

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

CORPORATE INCOME TAX RATE OF **4 PERCENT**,  
THE **2ND** LOWEST IN THE U.S.

*EFFECTIVE JANUARY 2020*



## 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

<sup>1</sup>LocationOne as of 5/21/2019

## Our Services

Missouri is 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. We offer first-class support and site selection assistance to reduce your risk and ensure a seamless expansion into our state. Our team is ready to work with you and provide a "concierge service" as you consider Missouri for your next expansion.

Benefits such as 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 here to support you when the time is right to look at Missouri.

## Certified Sites

Missouri's Certified Sites Program 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 50 rail served sites of 50+ acres or more, and more than 85 warehouse and distribution facilities with more than 50,000+ square feet.<sup>1</sup>



**Subash Alias, CEO**

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Working primarily out of the St. Louis office, Subash is the CEO and focuses on bringing jobs and investment to Missouri.



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

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Focusing mostly on 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. She is based in the St. Louis office.



**Dennis Pruitt, CEcD, VP, Business Development**

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Dennis, who is based in the St. Louis office, works across all industry sectors and focuses on building relationships and connections with corporate decision makers around the globe to bring new jobs and investment into Missouri.



**Kylee Garretson, Director, Business Recruitment & Capacity Building**

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Kylee actively manages business attraction projects for Missouri, provides support to the full business recruitment team, and manages Missouri's capacity building initiatives in communities across the state. She is based in the Kansas City office.



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*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. • [www.missouripartnership.com](http://www.missouripartnership.com)*