



# Missouri: The Global Leader in Agtech

**MISSOURI**  
Global Agtech Leader ®



# 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.

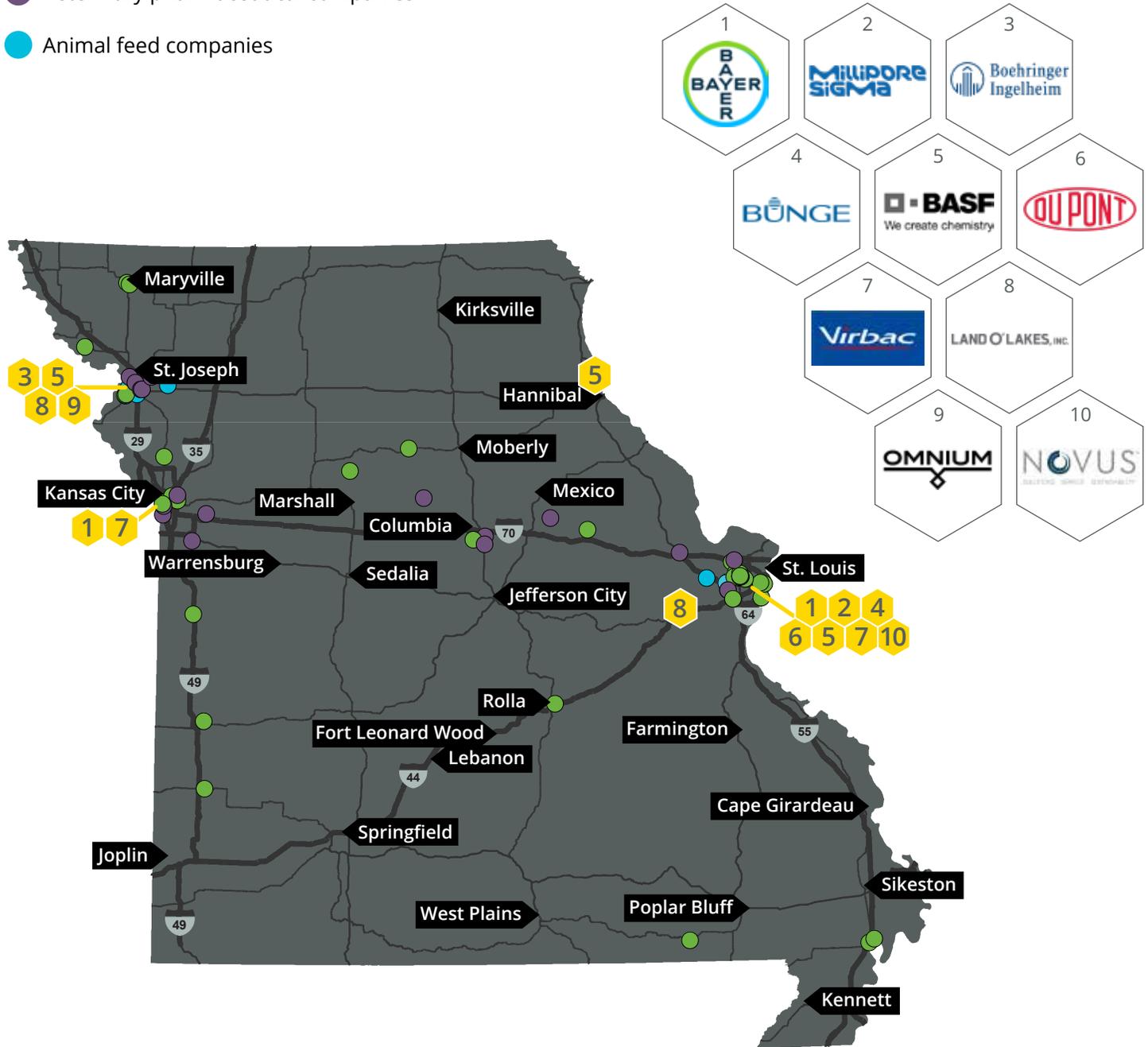
Missouri's agriculture industry contributed \$33 billion in GDP to Missouri's economy in 2016, and generated \$88 billion in sales and more than 378,000 jobs. In fact, so much agricultural product is shipped via river barge from the St. Louis region that a 15-mile section of the Mississippi is becoming 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, and many more. We are also home to the headquarters of Rabo AgriFinance, providing extensive financing and insurance options for U.S. 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's Major Agtech Companies

- Agtech companies
- Veterinary pharmaceutical companies
- Animal feed companies



# Missouri Agtech Companies



## Missouri Animal Feed Companies



## Missouri Veterinary Pharmaceutical & Biological Companies



### IN THEIR WORDS

"We're excited to continue our growth here in Missouri at our new O'Fallon headquarters. We appreciate the excellent business climate and workforce that the state of Missouri and St. Louis area has to offer and look forward to bringing even more jobs to the region."

—Landon Hobson, CEO, Cosmos Corporation

## Recent Projects

**Aker Technologies**, a Chicago-based agtech company, announced plans to relocate their headquarters to St. Louis, Missouri. The announcement came after Aker Technologies landed \$2.6 million in new investment.

**Bayer AG**, an international pharmaceuticals and life sciences giant, completed its \$66 billion definitive joint merger with Monsanto and established their new global Seeds & Traits and North American commercial headquarters in St. Louis, Missouri.

**Benson Hill Biosystems**, an agtech company unlocking the natural genetic diversity of plants, announced plans to make St. Louis, Missouri, its official headquarters. The company underwent rapid growth and selected the 39 North innovation district as the preferred location to serve as an integral part of a broader agtech corridor.

**Bioheuris**, an Argentinian agtech startup, announced plans to open a lab in St. Louis, Missouri, making it the latest company from the South American country to be recruited to the region.

**Boehringer Ingelheim**, a leading supplier of animal health products for pets and livestock, announced plans to invest \$22.4 million to increase its capacity to manufacture vaccines for livestock at its St. Joseph, Missouri, campus.

**Bunge**, a global leader in the agtech industry, announced plans to relocate its global headquarters from New York to Missouri. Bunge currently operates its North American headquarters in St. Louis, Missouri.

**Cosmos Corporation**, a pet care manufacturing company, announced plans to expand 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.

**Centro de Tecnologia Canavieira**, the world's largest sugarcane technology company, announced that following a nationwide search, it selected St. Louis, Missouri, for its North American research headquarters. The company is headquartered in Piracicaba, São Paulo, Brazil.

**Endovac Animal Health**, a USDA licensed biological manufacturer, has completed a state of the art manufacturing facility at their headquarters in Columbia, Missouri. The company specializes in animal health vaccine manufacturing.

**Gates Ag One**, part of the Bill & Melinda Gates Foundation, is a new nonprofit in St. Louis, Missouri, focused on bringing scientific breakthroughs to small-holder farmers whose yields are threatened by the effects of climate change.

**GrowSafe Systems Ltd.** established an assembly, distribution, and administration office within the KC Animal Health Corridor. GrowSafe's Kansas City, Missouri, facility assists the company in its expansion plans in the U.S., Mexico, and other Latin countries.

**Smith Seed Services** selected Lamar, Missouri, as the location of its new Midwest seed coating plant. Smith Seed Services has been headquartered in Halsey, Oregon since the mid-1950s, and is an industry leader with a solid reputation for superior quality and service.

**United States Department of Agriculture** moved two of its key agencies' headquarters to Kansas City, Missouri. USDA's Economic Research Service and the National Institute of Food and Agriculture's headquarters brings more than 500 new jobs to the region.

**Zea BioSciences**, a Boston-based biotechnology startup, announced plans to expand and create 50 new jobs in the St. Louis, Missouri, region.



## 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.

**BioGenerator** (St. Louis), the investment arm of BioSTL, launched in 2010 as a shared co-working lab facility and accelerator in the Cortex Innovation Community. Since that initial launch, BioGenerator has increased its footprint to 37,000 square feet of space in the Cortex district, and has recently expanded with a new facility in the nearby 39 North Agtech Innovation District.

**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 CTC Genomics, Evogene, KWS, NewLeaf Symbiotics, Pivot Bio, and SyMyco.

**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.

**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 sq. ft. incubator is operated in conjunction with Missouri Western University. Tenants include the United States Animal Health Association, Biozyme, Tonisity, Green Orchard Pharmacy, and KIBO Biosciences.

**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.



*Top: 39 North, Missouri's first agtech innovation district, in St. Louis, Missouri; Bottom: The Cortex Innovation Community in St. Louis, Missouri*

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

**MU Life Science Business Incubator** (Columbia) is managed by the Missouri Innovation Center (MIC), a nonprofit providing full-service commercialization programs for high-growth business ventures. Incubator residents have access to biomedical, life science, and engineering laboratory suites along with nearby nuclear research reactor facilities. They also have opportunities to collaborate with MU's faculty scientists, which includes the use of university cutting-edge equipment and access to library and Trulaske College of Business resources.

**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 and 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.

**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 for aspiring and existing business owners.

**Wells Fargo Innovation Incubator** (St. Louis) assists agtech companies in order to accelerate their paths to market via \$250,000 non-dilutive grants. Chosen companies utilize the facilities at the Danforth Plant Science Center in St. Louis, Missouri.

## Agtech Research Centers

**Bond Life Sciences Center** (Columbia) has unique facilities and an innovative culture which allow researchers to form collaborations rarely seen on college campuses to solve problems in human and animal health, the environment, and agriculture. The center is also training the next generation of collaborators through undergraduate and graduate research.

**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.

**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.

**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. MUMC serves the biomedical community as a resource in characterizing the role of the gut microbiota in animal models of disease.

**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.

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

**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 73 countries.

**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 University of Missouri recently made a \$6.5 million investment in their agricultural research centers which will result in more than \$11 million economic impact for the state. The school also recently received \$24.8 million in federal funds to build a new plant bioscience laboratory building on campus.



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

### IN THEIR WORDS

“The State of Missouri and its leadership exceeded our expectations. As a rural Missouri native, I was beyond excited to call Missouri home once again when our shareholders unanimously chose the Show-Me State. With such talent and innovation in the agricultural space, we believe Missouri is the right fit to help Palindromes advance its vision of correcting markets, redefining value, improving farmers’ profit margins, and increasing the tax base for our rural communities at a time when they are most in need.”

—Karla Klingner, CEO, Palindromes, Inc.

## MU College of Agriculture, Food, and Natural Resources’ Agriculture Experiment Stations

**Bradford Research 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.

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

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

**Fisher 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.

**Forage Systems Research Center** (Linneus) improves the quality of forage grass and determines its best use through research. An early promoter of management-intensive grazing, the 1,200-acre farm supports the ag industry through courses in rotational grazing, cattle management, and the economics of beef and forage. Since 1990, more than 3,000 farmers and educators have attended the three-day intensive Missouri Grazing School.

**Foremost Dairy Research Center** (Columbia) is at the intersection of traditional hands-on teaching and cutting-edge research. Overall, the Center supports more than 425 cattle. Its work improves the health of dairy herds and the quality of their milk.

**Graves-Chapple Research Center** (Rock Port) provides research and teaching in the specific soil and climatic conditions of extreme northwest Missouri, with research and demonstrations of conservation tillage and soil conservation management practices, turf and forage, and crop production practices. Soil conservation and water quality issues also are addressed.

**Horticulture and Agroforestry Research Center** (New Franklin) sits at the interface of the loess hills and Missouri River bottom and provides a scenic, historic, and scientific setting of 665 acres for development of horticultural- and agroforestry-related studies. Integrated studies of crop, livestock, and forestry practices are occurring, as is the development of superior lines for timber, nut meat, and specialty fruit production. Includes a Flood Tolerance Laboratory and Drought Simulator.

**South Farm Research Center** (Columbia) is the location of several research facilities including the Swine Research Center, the Beef Research and Teaching Center, the Turfgrass Research Center, and the Equine Teaching Facility. Easy access from campus allows South Farm to be used for hands-on teaching to more than 1,500 students annually and is the location for numerous graduate student research projects.

**Southwest Research Center** (Mount Vernon), encompassing 898 acres and serving 22 counties, addresses the main agricultural concerns of area industries including beef, forage, and horticultural crop production.

**Thompson Research Center** (Spickard) develops, evaluates, and disseminates beef herd management technical information using multidisciplinary approaches over its 1,600 acres. Research is focused on reproductive performance, heifer development, supplementation strategies, and animal health factors. Additionally, the center studies synchronized breeding for uniform calf crops and techniques for selecting and developing desirable traits through beef cattle breeding.

**Wurdack Research Center** (Cook Station) is nestled along the Meramec River in the northeast Ozarks, and conducts demonstrations and research in integrated livestock, forages, forestry, agroforestry, and wildlife management practices that are economically viable, environmentally sound, and sociologically acceptable for the region. Timber covers most of the 1,200 acres, while 260 acres provide the base for forage production, rotational grazing, and cattle production.

## Plant Science Organizations

**Botanical Society of America** (HQ St. Louis), founded in 1893, 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.

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

**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.

## Agricultural Organizations Headquartered in Missouri



American Angus Association

American International Charolais Assn.

American Chianina Association

American Dorper Sheep Breeders Society

American Hereford Association

American Karakul Sheep Registry

American Maine-Anjou Association

American Soybean Association

Mid-America Organic Association

National Corn Growers Association

The Poultry Federation

Purebred Dexter Cattle Association of North America

United Soybean Board

United States Animal Health Association

U.S. Soybean Export Council

### IN THEIR WORDS

"I think St. Louis is a perfect match for our company. There are many similarities between my city and St. Louis. We have strong influence by the agricultural industry and also we are both cities on the banks of rivers, which are major commercial channels for us. And I also find that people are similar in St. Louis and Rosario, that we share the same mission that collaboration makes us better persons."

—Lucas Lieber, Chief Technology Officer, Bioheuris

# 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.

**Arsenal Capital Management** (St. Louis) identifies emerging growth companies with the best ideas, not limiting themselves to a specific industry or trend. Their initial investment in a company ranges from \$500,000 up to \$5 million with a maximum total investment of up to \$10 million.

**BioGenerator** (St. Louis) is an evergreen investor that creates, grows, and funds innovative companies and talented entrepreneurs in the St. Louis region, and they position companies to navigate the unique challenges of early-stage bioscience company development. The U.S. Department of Commerce Economic Development Administration recently awarded the BioGenerator a \$750,000 grant to accelerate commercialization of agtech discovery. BioGenerator is the investment arm of BioSTL.

**BioSTL** (St. Louis) fosters collaborative efforts to advance innovation and entrepreneurship that build on St. Louis' world-class medical and 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.

**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.

**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.

**GlobalSTL** (St. Louis), 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.

**iSelect Fund** (St. Louis) invests in early stage start-up companies that address global issues. Their main focus areas are companies in food and agriculture, healthcare, resource efficiency, and technology.

**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 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) invests \$100,000 into early stage technology companies that revolutionize agricultural and food systems to sustainably provide for the world. The Yield Lab St. Louis has invested \$2.5M to date into its portfolio companies, which have since gone on to raise over \$70M.

## Angel Networks

**Arch Angels** (St. Louis) are 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.

## 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.

## Investment Capital Conferences

**Agtech NEXT** is the leading annual global event for scientists, thought leaders, farmers, investors, and entrepreneurs who care about the future of agtech. Held in St. Louis, at the Danforth Plant Science Center, the conference addresses the issues that define our future including food production, soil health, sustainability, food waste, and food security.

**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 \$430 million. The 2019 forum featured 11 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 20 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	2,820,610	\$17.88	\$19.14	\$37,180	\$39,810
19-0000	Life, Physical, and Social Science Occupations	19,720	\$26.59	\$32.77	\$55,300	\$68,160
19-1011	Animal Scientists	**	\$38.04	\$28.99	\$79,120	\$60,300
19-1023	Zoologists and Wildlife Biologists	350	\$23.55	\$30.42	\$48,970	\$63,270
19-1029	Biological Scientists, All Other	460	\$34.34	\$39.53	\$71,430	\$82,220
19-1031	Conservation Scientists	440	\$29.19	\$30.12	\$60,720	\$62,660
19-4021	Biological Technicians	930	\$19.09	\$22.05	\$39,700	\$45,860
19 4099	Life, Physical, and Social Science Technicians, All Other	2,440	\$21.30	\$24.30	\$44,300	\$50,550
29-1131	Veterinarians	1,720	\$42.87	\$45.90	\$89,170	\$95,460
29-2056	Veterinary Technologists and Technicians	1,780	\$14.28	\$16.98	\$29,700	\$35,320
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	270	\$22.70	\$23.21	\$47,210	\$48,280
45-2011	Agricultural Inspectors	310	419.44	\$21.87	\$40,440	\$45,490
45-2091	Agricultural Equipment Operators	810	\$15.33	\$15.36	\$31,880	\$31,950

Source: BLS, 2019

### IN THEIR WORDS

"After visiting multiple sites, our encounter with St. Louis was the perfect environment to attract talent, and access unique infrastructures and transformation expertise for our bold start in the U.S."

—Diego Henrique Souza Ferres, Head of R&D, CTC Genomics



# 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. Starting January 1, 2020, Missouri's corporate income tax rate dropped to 4 percent, making us one of the most tax-friendly states in the U.S. Missouri also moved to a single factor, market-based corporate income tax apportionment model based only on sales.

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.



## 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 and local use tax exemption on energy purchases

## 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 nearly 40 rail served sites of 50+ acres or more and 177 industrial facilities with more than 50,000+ square feet (*LocationOne as of 3/3/2020*).

## Workforce Development

Missouri One Start provides businesses with \$42 million of comprehensive pre-employment and customized training solutions to help them ramp up faster during an expansion. Missouri One Start's network of colleges and training facilities have the resources to meet each business's unique needs by delivering tailored pre-employment screening, employment marketing, and job specific training to make businesses more competitive. In addition, Missouri offers free community college through the A+ and Fast Track programs.

## 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 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.



**Subash Alias, CEO**

314-725-2688, subash@missouripartnership.com

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



**Cathleen Flournoy, VP, Business Recruitment**

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Based in the Kansas City office, and focusing on multiple industry sectors, Cathleen generates, cultivates and closes business attraction opportunities to bring jobs and capital investment to 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.



**Deborah Price, VP, 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. She is based in the St. Louis office.



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

314-932-3972, dennis@missouripartnership.com

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.



**Mark Sutherland, CMO**

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Mark has led marketing and communications outreach across a variety of sectors for 20+ years including agtech. Mark leads the Partnership's marketing team and is actively involved in supporting agtech companies as they evaluate Missouri. He is based in our St. Louis office.



*Created April 2020*

*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)*