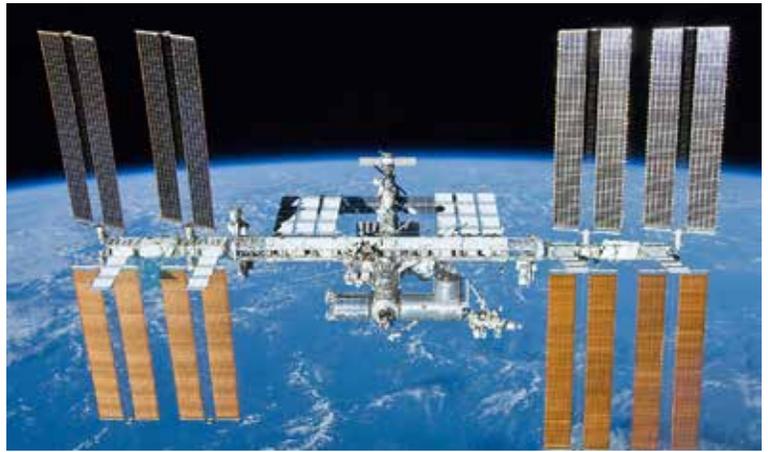




Missouri Partnership FY20 Annual Report

MISSOURI
PARTNERSHIP®



A Message from the Chair

FY2020 was a year none of us could have predicted. The rapid pace of winning projects across the state that occurred in the first half of the year was impacted in ways we could never have imagined by COVID-19.

FY2020 was also the second year in our highly aggressive 3-year plan for business attraction to the state of Missouri. This plan is focused on jobs, investment and annual payroll created, and the 3-year plan was based on two of the most successful years Missouri Partnership had ever had. Working with our partners at Missouri's Department of Economic Development, the Hawthorn Foundation, Missouri Economic Development Council, and at local and regional organizations around the state, we were privileged to win 13 projects in FY2020. These projects resulted in the creation of 3,286 new jobs, \$291 million in new capital investment, and \$229 million in new annual payroll.

Seven of these projects were in either Kansas City or St. Louis, with the remaining six locating in Liberty, Ozark, Joplin, Columbia, Moberly and Cape Girardeau.

These are phenomenal results considering that the economy basically shut down for the last four months of FY2020. During that shutdown, the entire organization rapidly moved to a remote working environment and began the virtualization of many traditionally in-person aspects of business attraction. The organization also worked hard to remain relevant and appropriate during the pandemic, ensuring that Missouri continued to be highlighted around the world in ways that connected with key decision makers and influencers in business and government.

As the world wades through the pandemic, and Missouri focuses on economic recovery, Missouri Partnership is positioned to help lead and assist in Missouri's economic resurgence. As our CEO, Subash Alias, wrote at the end of the fiscal year, Missouri is the bright light at the end of the COVID tunnel, and we are ready to tell the world why. It is an honor to serve in this organization, and serve all Missourians in order to help increase economic prosperity throughout the state.

Sincerely,



Scott Carter
President, Spire Missouri, Spire Inc.
Chair, Missouri Partnership Board of Directors

Missouri Partnership

Missouri Partnership was founded in 2007 at the request of communities across the state in order to focus on global business attraction to Missouri. We are a public-private economic development organization dedicated to promoting Missouri to business audiences around the world in order to attract new investment, new jobs and new payroll to the state.

Since 2009, we have led or supported the successful recruitment of projects that have resulted in almost 25,000 new jobs, nearly \$2.8 billion in new capital investment, and more than \$1.3 billion in new annual payroll.

We work statewide to connect companies with the best customized solutions for their expansion needs and business goals. We do this in partnership with Hawthorn Foundation, the Missouri Department of Economic Development, and economic development agencies and governments across the state of Missouri.

Our work is focused on one purpose: to increase economic prosperity throughout the state by attracting new jobs and investment to Missouri.

OUR PURPOSE

To increase economic prosperity throughout the state by attracting new jobs and investment to Missouri

OUR PRIORITIES

- Field the best statewide team in the country
- Build global brand recognition
- Provide customized solutions and certainty to the client
- Enhance statewide competitiveness at the community level

OUR PRINCIPLES

People win projects. Our success relies on individuals doing their jobs exceedingly well.

Customer experience matters. Every interaction we have with a client provides an opportunity to move ahead or retreat on a project.

Preparation is key. Once the client begins the search process, it's too late to get ready.

We are accountable to our stakeholders. We understand this is not our organization, but that we are accountable to our stakeholders, including: the economic development community throughout the state as represented by the Missouri Economic Development Council (MEDC); the State of Missouri and specifically the Department of Economic Development; and the private sector and business community as represented by Hawthorn Foundation.



OUR BELIEFS AND EXPECTATIONS

Our Advantage: We believe outperforming our competition will result in increased success for Missouri, and the client is interested in more than just lowest cost and highest incentives. We expect to create and work through seamless teams, communicate with one voice, be available, respond expeditiously, and create certainty around the deal for the client.

Customer Focus: We believe a strong focus on solving the clients' business needs will lead to more success for Missouri. We expect to do everything within our power to understand the clients' driving issues and offer Missouri-based solutions, wherever they may be.

Statewide Perspective: We believe it is our responsibility to vigorously advocate for the entire state and expect to highlight, on every project we lead, as many opportunities throughout Missouri as possible given the clients' parameters.

Respect the Lead: We believe in working projects through whomever owns the relationship with the client. If it's Missouri Partnership, we expect our partners to work through us until the client chooses to make the transition. If our partner owns the relationship, we will always work through them and never introduce new opportunities outside our partner's region. If requested to do so by the client, we will immediately inform our community partner and ask the client to do the same.

Confidentiality: We believe in respecting the requests of our clients and partners for certain information to be kept confidential and expect such confidences to be honored by all with whom we work.

Mutual Regard: We believe in positively and accurately promoting our state, regions, and communities, and will refrain from disparaging other areas. We expect our community partners, whether during site visits or outbound company/consultant meetings, to never speak ill of another Missouri community.

Preparation: We believe it is our responsibility to be fully prepared for every client-related encounter and expect our community partners to be similarly prepared to the extent possible based on the information we have provided.

Responsiveness: We believe in simplifying the process for our clients by responding to their information requests in the manner and timeframe they desire, and expect our partners to help us in this regard by providing relevant and comprehensive information on-time and in the format requested.

Counsel: We believe it is part of our mission to assist partners in areas such as research, proposal preparation, and providing overall support for investment projects they are working on, even if we're not directly involved.

Success: We believe Missouri can compete with anyone, anywhere, and we expect to win.





MISSOURI PARTNERSHIP STRATEGY MAP: FY2019-2021

PURPOSE To increase economic prosperity throughout the state by attracting new jobs and investment to Missouri.

DESTINATION Over three years, we will facilitate new business transactions leading to the creation of 10,000 new jobs, \$500 million in new annual payroll, and \$2 billion in new capital investment.

VALUE PROPOSITIONS

To our clients: We aggregate statewide access into a single point-of-contact and deliver customized, confidential business solutions through our highly experienced and professional team.

To our stakeholders: We actively project Missouri's brand globally, engage our statewide partners in a collaborative process, and provide consultative leadership on competitive recruitment projects.

To our team: We provide the opportunity to make a positive difference in people's lives throughout our state and an environment that expects great work and recognizes contributions by all.

HOW WE WIN We will win more projects by focusing on four strategic priorities:

Build a stronger organization: We must continually strengthen the organization — our finances, our external brand, and our workplace culture and environment. None of the other strategic priorities are possible without a viable, competitively-funded organization.

Field the best team: Our greatest advantage is our team. We will keep this advantage by pursuing a balanced workplace, ensuring team members have the tools and knowledge to succeed, and are competitively rewarded for their accomplishments.

Raise the bar: Projects are ultimately won at the community level so we must constantly communicate and role model best-in-class business recruitment strategies and tactics to our community partners.

More shots on goal: We can only win more projects by opening more & increasing our success ratio. We must continually identify and pursue new means to uncover recruitment opportunities and strategies to enhance our effectiveness.

ACCOUNTABILITY In all things we will be accountable to our stakeholders, including: the economic development community throughout the state as represented by the Missouri Economic Development Council (MEDC); the State of Missouri and specifically the Department of Economic Development; and the private sector and business community as represented by Hawthorn Foundation.

Missouri's Key Sectors

Advanced Manufacturing

Missouri is a world leader in advanced manufacturing, exporting \$7.3 billion in products to more than 210 countries. Statewide, Missouri talent builds more than 770,000 vehicles every year.

Aerospace and Defense

Missouri's global leadership in all aspects of aerospace, defense, geospatial analysis and cybersecurity makes the state the top choice for many companies in these sectors.

Agtech

Missouri is the global leader in agtech. The state's \$88 billion agriculture industry, combined with innovation and research, is making Missouri the place where the future of advanced farming is growing.

Distribution and Logistics

Missouri is a world-leader in logistics and distribution due to our location, talent, and infrastructure. Known as North America's Logistics Center, our state sits at the center of the entire continent with easy access to everywhere.

Energy Solutions

Missouri is home to leading innovators, developers and producers of energy storage devices for the defense, space, automotive and consumer industries.

Financial and Professional Services

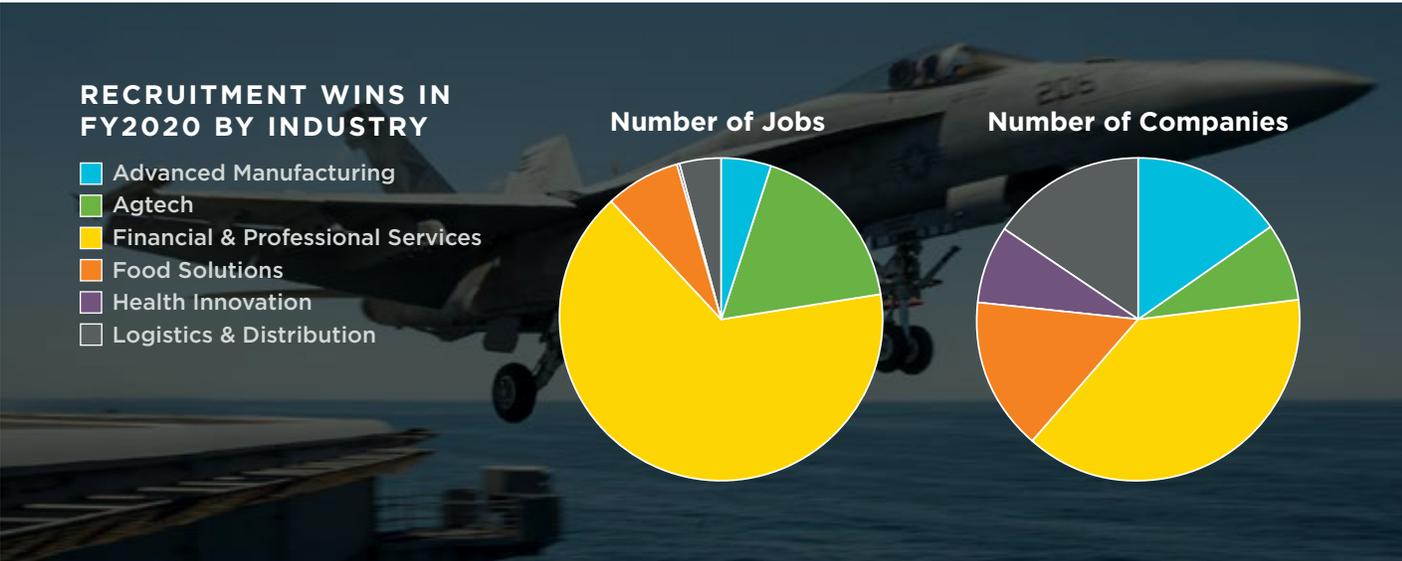
With more than 125,000 of Missouri's workforce in financial services, including nine percent of the U.S. reinsurance employees, and a highly-valued location for corporate support offices, Missouri is a leader in financial and professional services.

Food Solutions

Missouri's robust food solutions industry is the result of nearly 400 companies and nearly 100,000 farms excelling at feeding the world, combined with a globally-connected distribution system.

Health Innovation

Missouri's leadership in health innovation in the lab, and where doctor and data meet patient, means that Missouri is impacting global health every day.



Marketing Missouri's Strengths

FY2020 was a year of two approaches to marketing. Until March 2020, our efforts included strategic, targeted outreach to business decision makers globally via owned, earned and paid media. The foundation of all those efforts was our website, and all our online efforts were designed to drive people to our site in order for us to connect directly with them through the various communication options on the site. Throughout this time, our team created hundreds of articles and videos that highlighted Missouri's strengths, project announcements, job growth and general business news in our strongest business sectors.

In March, our approach changed overnight. In immediate response to the COVID-19 pandemic, our content focused in on the health innovation strengths of Missouri and



FY2020 METRICS

Facebook Ad Clicks

299,113

Target: 120,000

Google Ad Clicks

275,965

Target: 25,000

LinkedIn Ad Clicks

24,755

Target: 1,200

Total Online Ad Clicks

599,833

Target: 146,200

Facebook Clicks

211,056

Target: 50,000

LinkedIn Clicks

28,831

Target: 3,000

Twitter Clicks

1,496

Target: 1,200

Total Social Media Clicks

241,383

Target: 54,200

how numerous companies and organizations across the state were on the front lines in the fight against the virus and the impacts of the virus. We also highlighted that our state continued to be open for business investment.

Throughout the year, we worked with our partners across the state to develop a cohesive marketing platform that encompassed business attraction, tourism and talent attraction. We collaborated with our partners in rural regions to develop marketing strategies and tactics to increase the visibility of rural Missouri to key decision makers.

BUSINESS DEVELOPMENT: GENERATING JOB-CREATING PROJECTS

Our marketing is focused on one goal, the generation of real project leads from around the world that can create jobs and investment in Missouri. Our business development section of the project pipeline focuses on cultivating and converting those leads into viable and active projects. Pre-March, this work relied heavily on in-person

interactions at events and trade shows, along with real world and digital outreach to business locations. The COVID-19 pandemic significantly impacted the effectiveness of these approaches, and we pivoted to develop virtual interactions and virtual presentations utilizing online video tools and other digital assets.

HIGH-TOUCH PROJECT MANAGEMENT

Our organization prides itself on our customer service and attention to detail. We work closely with each company evaluating Missouri to develop customized and impactful solutions to their unique business goals. Our high-touch process takes companies from the early stages of evaluating our state, all the way to final site selection and aftercare. This has traditionally been an in-person style process, so once again, the COVID-19 pandemic caused us to quickly pivot and virtualize our approach. Many of our early interactions moved online, and when in-person interactions were needed, all relevant precautions were implemented.

WHERE WE'VE BEEN

Missouri Partnership's meetings, events, and trade shows across the globe in FY2020.



OUR KEY PROGRAM AREAS



Event Highlights

INTERNATIONAL OUTREACH

The Crop Across the Pond

In late 2019, our team visited the UK to attend and have a highly visible presence at the REAP Conference in Cambridge, England. This top agtech, or agritech as it is known in the UK, conference is organized by Agri-TechE. It brings together innovators from across the United Kingdom for a full day of conversation and networking. During the final session of the day, Missouri Partnership, the World Trade Center St. Louis and Agri-TechE announced the launch of the Missouri Agri-Tech Connect Programme, in partnership with the British Government and other Missouri organizations. This programme brought 10 key innovators and company leaders to Missouri in February 2020 for five days of tours, meetings, and inspiration as we work to grow the partnerships and investments between the UK and Missouri.

Around the World Over Lunch

For many international companies looking at the U.S. for the first time, key contacts for them are ambassadors and heads of trade at their respective embassies in Washington D.C. As these individuals are only in the U.S. for 2-3 years at a time, it is important that we are continually introducing them to opportunities for their nation's companies in Missouri. Every January, we host a number of nations at a Washington, D.C., luncheon that highlights these opportunities and the successes of their companies in Missouri. In FY2020, we hosted 14 nations.

Bonjour République Française

The French American Business Summit is an annual event held in Washington, D.C., jointly hosted by the French American Chamber of Commerce and the French

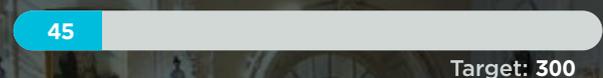


FY2020 METRICS

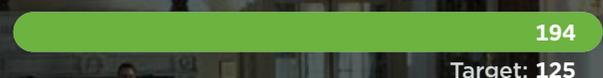
Touchpoints/Initial Contacts



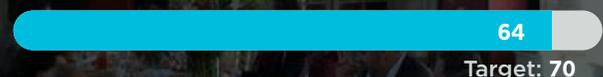
Qualified Leads



Consultant Briefings



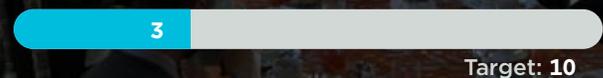
Industry Briefings



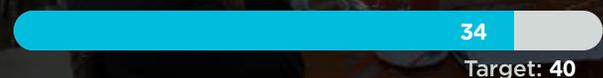
FDI Briefings



Lead Generation Meetings



Business Development Events





Embassy. It included roundtable discussions and presentations by French companies in the U.S. and networking opportunities with French companies considering expansion. Our team was on hand to promote Missouri. The highlight of the event was an evening reception at the French Ambassador's residence.

Oh Canada!

SelectUSA works with the U.S. and Foreign Commercial Service to promote the U.S. to foreign companies around the world. To supplement their annual SelectUSA Investment Summit in Washington, D.C., SelectUSA holds regional seminars throughout the world. Missouri Partnership, along with the Missouri Department of Economic Development's Canada office, participated in the Montreal event in December. In addition to meeting with companies at the seminar, we conducted a series of industry briefings at a number of companies in the Montreal region.

Flying High in International Relations

In September 2019, the Spirit of St. Louis Air Show & STEM Expo brought the United Kingdom to Missouri. Missouri Partnership was honored to partner with the Royal Air Force Red Arrows and the British Government to facilitate the visit and host a series of meetings with regional and local partners, focused on increasing trade, investment and cooperation between the UK and Missouri.

NATIONAL OUTREACH

A Super Bowl Season

In 2020, Missouri's Kansas City Chiefs won the Super Bowl. Missouri Partnership was able to partner with the Chiefs twice during their winning season to host companies evaluating Missouri during a game. In both Detroit and Oakland, our team members were able to connect with these business expansion decision makers while highlighting the great talent from Kansas City, Missouri.

Connecting with the Connectors

Within economic development, there is an industry of professional site selectors who work with many expanding companies around the world and advise them on where to locate. This group is a key audience for Missouri, and the Industrial Asset Management Council (IAMC) and the Site Selectors Guild hold a number of gatherings each year around the U.S. Our team is always in attendance, promoting Missouri to this important group.

Packaging Up the Opportunity

Pack Expo is an annual trade show focused on the packaging industry, an industry that sits at the intersection of three of Missouri's stronger industries – food solutions, logistics and manufacturing. Our team met with 49 companies at Pack Expo and discussed expanding to Missouri.

Tech Innovation + Missouri = Winning

CES is an annual gathering of innovation from all over the world, and due to Missouri's strong tech and innovation industry, our team was in attendance once again. During the course of the multi-day conference, we met with 78 companies about Missouri expansion opportunities.

All Stars and I-70

Missouri is privileged to be the State of Champions, home to some of the top professional sports teams in North America. Our team took advantage of our sports heritage to host professional site selectors in Missouri at the NHL All Star Game in St. Louis, and a head-to-head matchup between the Kansas City Royals and the St. Louis Cardinals during the Kansas City segment of the I-70 series.

Top: The Royal Air Force Red Arrows fly past the St. Louis Arch during their tour of North America

Bottom: FDI luncheon hosted in the Society of the Cincinnati's Anderson House in Washington, D.C.

Raise the Bar

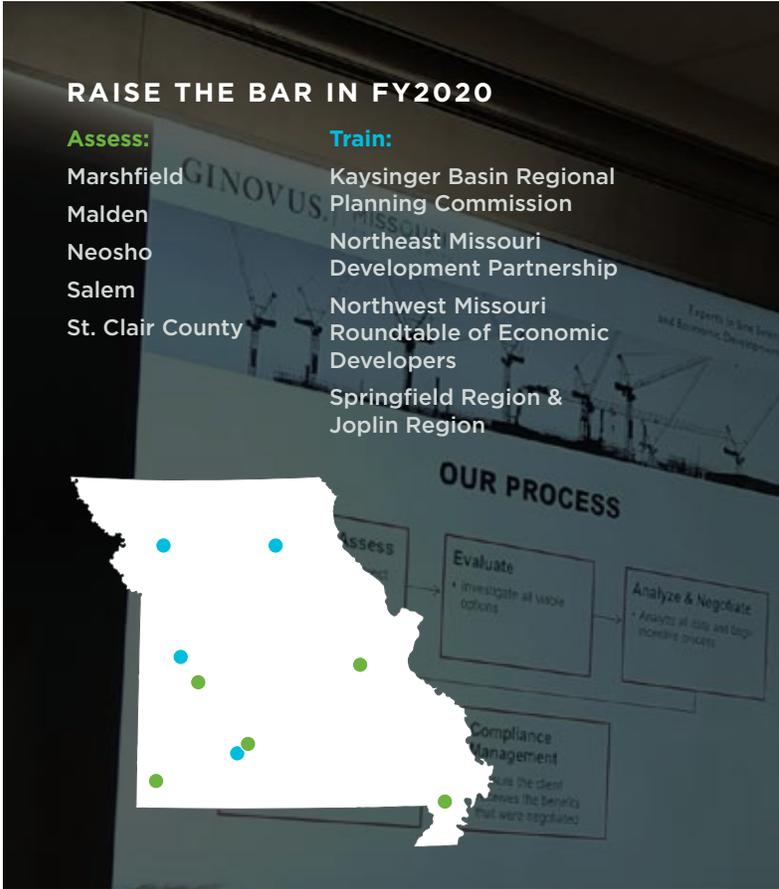
A crucial part of our work across the state is in the area of capacity building and ensuring that our communities are ready to respond to an active project within days of an inquiry being received or a project being generated. These efforts fall into various areas and have continued throughout the COVID-19 pandemic.

ASSESS

Raise the Bar - Assess involves the retention of a site selection consultant to conduct mock site visits in our communities and then provide follow-up analysis and evaluation. In FY2020, we provided this resource to four communities. This initiative enables communities to be more prepared when an actual business attraction project evaluates their community. The pandemic has caused some adjustments to this program, such as social distancing, PPE and virtual debriefs.

TRAIN

Raise the Bar - Train is an opportunity for our partners to participate in group workshops or individual training sessions with Missouri Partnership. During the sessions, our partners learn and fine-tune best practices for the presentation of materials and site submissions in order to enhance their ability to compete for projects. In FY2020, we conducted four sessions around the state.



COMPETE

Raise the Bar - Compete is a multi-year initiative to identify mega sites around the state and prepare them for company investments. Having these larger sites ready to go for a company looking to invest in the state is an important asset for Missouri as it relates to our key sectors of automotive, aerospace, defense and general manufacturing.

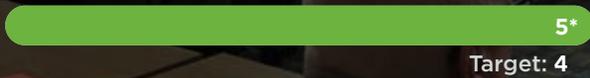
CERTIFIED SITES

Missouri Partnership continues to support Missouri's Certified Sites program via marketing and collateral production efforts. In FY2020, we began the process of capturing drone footage of our latest sites to be certified and producing videos that highlight these important shovel-ready sites.

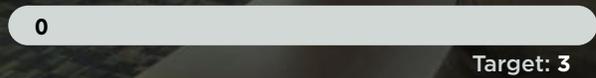


FY2020 METRICS

Raise the Bar - Assess



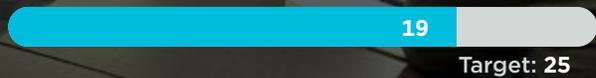
Raise the Bar - Complete



Raise the Bar - Train



Engagement Opportunities



*Due to covid-19, some FY2020 events were rescheduled to FY2021

INSIGHT MISSOURI

Missouri Partnership works with our partners across the state to assist the Missouri Economic Development Council in hosting their highly interactive annual conference with site selectors from across North America. The conference, called Insight Missouri, is a multi-day gathering designed to allow Missouri economic developers and site selection consultants to discuss the latest industry trends, Missouri perspectives, opportunities within the state. It ensure these professional site selection consultants are current on their knowledge of, and insights into, Missouri.

COOPERATIVE MISSIONS

We have the privilege of working with our regional and local partners across Missouri during real-world and virtual trade missions across North America. During these missions, our team engages directly with professional site consultants who work with companies who may be considering Missouri as their next investment destination.

Above: Raise the Bar - Assess in Neosho with Grow Neosho and the site selection firm Ginovus



Recruitment Wins

ACCENTURE FEDERAL SERVICES

Missouri Welcomes 1,400 New Tech Jobs as Statewide Recovery Efforts Ramp Up

In the midst of Missouri's "Show Me Strong Recovery" Plan, the state's coordinated effort to reopen and rebuild its economy, Missouri is showing its strength in the tech industry. Accenture Federal Services (AFS) recently selected Town & Country, Missouri (St. Louis), for its new Advanced Technology Center, creating 1,400 new technology jobs. AFS will provide U.S. federal government agencies with advanced digital, cloud, automation, artificial intelligence and cyber solutions. Missouri's workforce gave St. Louis an edge over competing states.

"We're proud to welcome Accenture Federal Services to Missouri where we're developing the next generation of tech talent," Governor Mike Parson said. "Missouri is already recognized as one of the most prepared states for the digital economy, and at a time when many Missourians are looking for work, this move will create more opportunity, grow our technology workforce, and strengthen our standing as a technology hub in the U.S."

Missouri has earned a reputation as the tech hub of the Midwest with companies such as Square, Cerner Corporation, and World Wide Technology in the state. The AFS executive team recognized Missouri's dedication to growing its tech industry.

Left: Accenture Federal Services CEO John Goodman speaks in St. Louis

Right: The seal of the United States Department of Agriculture

“The region’s skilled talent, vibrant technology ecosystem and strong commitment to collaboration between government, civic, business, academic and community partners made St. Louis the ideal location for our new Advanced Technology Center,” said AFS CEO John Goodman. “By expanding our operations in this area, we will provide our people and new hires a great place to live and do work that matters.”

“Attracting Accenture Federal Services to the state is the single largest business recruitment win in terms of jobs and payroll that we have partnered on to date since the formation of our organization,” said Subash Alias, Missouri Partnership CEO. “Business attraction opportunities like this don’t come around every day. These are well-paying career-making jobs that are thriving in today’s new economy. To see AFS make this kind of commitment in Missouri during these times is both a testament to the resiliency of our state and the competitiveness of the team of economic development professionals who worked in concert to make this happen.”

UNITED STATES DEPARTMENT OF AGRICULTURE

USDA Announces New Home in Missouri

The United States Department of Agriculture (USDA) established the new site for its Economic Research Service (ERS) and National Institute of Food and Agriculture Policy (NIFA) agencies in Kansas City, Missouri.

“We’re excited to announce ERS and NIFA’s new, permanent home in downtown Kansas City, Missouri, and provide clarity on commute times and work-life balance for our employees,” said U.S. Secretary of Agriculture Sonny Perdue. “Both agencies have been hard at work in the Beacon Center after relocating to the region over a month ago, and signing this lease is an important next step to facilitate their long-term efficiency, effectiveness, and service to our customers. The region is not only a hub

FY2020 METRICS

Active Projects Opened



Active Projects Sourced By Missouri Partnership



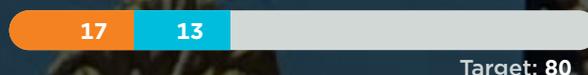
In-State Site Visits



3-YEAR METRICS (FY2019-2021)

FY2019 FY2020

Projects Won



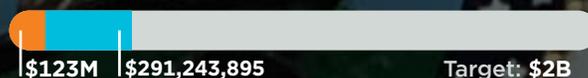
Payroll Recruited



Jobs Recruited



Investment Recruited



RECRUITMENT WINS IN FY2020

| Company Name | Location Chosen | Capital Investment | Jobs | Annual Payroll |
|---------------------------------------|-----------------------------|--------------------|-------|----------------|
| Niagara Bottling | Kansas City | \$68,000,000 | 49 | \$2,464,700 |
| Dakota Bodies, LLC | Liberty | \$4,137,500 | 126 | \$4,929,750 |
| Alpine Aviation Group, Inc. | Ozark | \$238,720 | 39 | \$2,556,333 |
| Pathways Health and Community Support | St. Louis | \$350,000 | 11 | \$1,469,996 |
| USDA - NIFA & ERS HQs | Kansas City | \$45,680,000 | 576 | \$67,842,432 |
| Areyougame.com | Kansas City | \$7,044,000 | 9 | \$339,003 |
| Casey's General Store | Joplin | \$40,000,000 | 125 | \$6,486,875 |
| WeWork | St. Louis | \$8,900,000 | 5 | \$325,000 |
| Veterans United | Columbia/ Jefferson City | \$14,146,975 | 600 | \$28,420,800 |
| Plumrose USA | Moberly | \$68,600,000 | 190 | \$8,538,600 |
| Veterans United | St. Louis | \$1,947,500 | 80 | \$8,161,280 |
| Vizient Inc. | Cape Girardeau | \$3,699,200 | 76 | \$3,699,224 |
| Accenture Federal Services LLC | St. Louis | \$28,500,000 | 1,400 | \$93,800,000 |

for agriculture in America's heartland, but is also already proving to be a diverse talent pool in proximity to many land-grant and research universities. I'm confident Kansas City will continue to be a great home for the future of ERS and NIFA."

The move will locate the agencies closer to constituencies and bring hundreds of high-paying jobs to the Kansas City region.

"We are thrilled that the USDA is moving its ERS and NIFA agencies to the heartland, closer to the hardworking farmers they serve," said Governor Mike Parson. "We appreciate the commitment and support of Secretary Perdue, Senator Blunt, and the large Kansas City coalition, including Kansas Governor Laura Kelly, to grow and strengthen the entire Kansas City region. USDA's investment will benefit both Missouri and Kansas for years to come."

As the state's number one economic driver, agriculture is a multi-billion-dollar industry in Missouri boasting more than 100,000 farms covering 28 million acres.

"USDA's decision to move two key agencies to Missouri will bolster the state's already strong and unique position as a leader in the agriculture industry," said Missouri Department of Economic Development Director Rob Dixon. "We look at this as an opportunity that will benefit the larger Kansas City region and help Missouri and surrounding states market and grow one of our top sectors.

"Almost 400,000 Missourians work in agriculture today," said Missouri Department of Agriculture Director Chris Chinn. "These hardworking Missourians form the backbone of our economy. There are very few states that can say they have the same access to the universities, infrastructure, and now federal support that we have that contribute so much to the innovation of food production in the U.S."

"This has been an incredible project with an amazing amount of hard work by so many partners," said Missouri Partnership CEO Subash Alias. "The coordination, creativity, and innovation that was critical to competing for this significant investment and job creation is a testament to the robust

agtech ecosystem that stretches across Missouri, as well as to our commitment to finding real solutions for companies looking to invest and grow.”

DAKOTA BODIES

Advanced Manufacturer Creates 132 New Jobs

The new facility was due to the growth and high demand of quality engineered truck bodies. Dakota Bodies plans to hire 132 employees in the next 2 years and make a \$4.1 million capital investment over the next five years as they launch their Missouri operations.

Their history of quality and innovation has led them to be one of the nation’s top choices in the utility and service industries. As a growing manufacturer, Dakota Bodies continues to invest into their future with new technologies and techniques to better serve their customers and continue to climb up the industry ladder.

“This is a great investment in Liberty by Dakota Bodies that will create more than 100 life-changing jobs in the community,” said Subash Alias, CEO of Missouri Partnership. “Missouri is a global leader

in manufacturing, with leading-edge workforce training solutions and a statewide commitment to supporting the businesses that invest and create jobs here. It was an honor to work with Dakota Bodies, the State of Missouri and Liberty EDC on this attraction project.”

CASEY’S GENERAL STORES, INC.

Casey’s General Stores Announces Plans for New Distribution Center in Joplin

Casey’s General Stores, Inc., a Fortune 500 company operating 2,100 convenience stores in 16 states throughout the Midwest and the South, is expanding with a new, state of the art warehousing and logistics/distribution facility in Joplin, Missouri. The new facility is the company’s third distribution center and will initially serve approximately 400 to 600 of the company’s stores.

Left: WeWork One Metropolitan Square in St. Louis

Below: Governor Parson tours Alpine Aviation’s new facility in Ozark





“Casey’s is an outstanding company, and we are excited it is expanding in our state” said Missouri Governor Mike Parson. “This new facility will not only provide quality jobs for Missourians in the Joplin region, but also support existing locations across our state and the Midwest. We are proud to see companies continuing to choose Missouri for our strong central location, skilled workforce, and business-friendly climate.”

“Joplin is an ideal location for Casey’s third distribution center due to its geography and ability to serve our growing market areas,” said Ed Vaske, Vice President of Transportation and Distribution, Casey’s General Stores. “We appreciate the support from the State of Missouri and City of Joplin, and look forward to sharing more details in the future.”

The Joplin Area Chamber of Commerce, City of Joplin, Missouri Department of Economic Development, Liberty Utilities, Missouri American Water, Spire, and Missouri Partnership all worked to bring Casey’s newest facility to Missouri.

“Here in Missouri, we couldn’t do what we do without the support of our partner organizations across the state,” said Missouri Partnership CEO Subash Alias. “I always say that economic development and business attraction is a team sport, and that rings especially true with this project. I would like to thank all of our partners for their hard work in attracting Casey’s General Stores to Missouri.”

PLUMROSE USA

Food Solutions Company Brings New Jobs to Missouri

Plumrose USA, a prepared foods and packaged meat company providing high-quality protein products throughout the United States, is planning to build a new bacon facility that will produce ready-to-eat, fully cooked bacon in Moberly, Missouri. The facility is expected to bring nearly 200 new jobs to the region and represents more than \$68 million in capital investment.

“We are excited to welcome Plumrose USA to Moberly, Missouri,” said Missouri Governor Mike Parson. “The company’s decision to expand in our state is a testament to Missouri’s world-class workforce, strong economy, and business-friendly climate. Plumrose USA is bringing good, high-paying jobs to a rural community, and we look forward to working together as they continue to grow in Missouri.”

“This project emphasizes our strategic commitment to grow our business, be a stronger partner for our customers and the communities where we operate, and to provide increased opportunities for our team members,” said Tom Lopez, President, Plumrose USA. “We are also excited for the opportunity to partner with the state of Missouri and the community of Moberly.”

Plumrose USA highlighted Moberly’s strategic location, as well as the support from the community and state as key reasons for their decision to locate in the region.

“The City of Moberly is excited to be welcoming Plumrose USA to our community,” said Jerry Jeffrey, Mayor of Moberly, “This project represents a significant new employer for Moberly, and we are looking forward to a long-term partnership with them. On behalf of the City, I wish to thank Plumrose USA for investing in our city and thank you to all the organizations that worked together to make this happen.”

“Like many companies that go through the formal site selection process, Plumrose USA

started with a blank slate and evaluated several cities and states throughout the country,” said Subash Alias, CEO of Missouri Partnership. “They went through a very thorough and calculated process led by Austin Consulting to choose Moberly, Missouri. We are so thrilled that they chose us and so honored to partner with our friends at the Moberly Area Economic Development Corporation, Ameren Missouri, Missouri Department of Economic Development, and the Missouri Development Finance Board.”

NIAGARA BOTTLING

Niagara Bottling Selects KC for New Facility; Creates Nearly 50 New Jobs

Niagara Bottling, LLC, a family owned manufacturer headquartered in Ontario, California, opened a new production facility in Kansas City, Missouri.

“We are extremely excited about selecting Kansas City, Missouri, as the location for Niagara Bottling, LLC’s newest plant in the Midwest,” said Niagara Bottling’s Executive Vice President Brian Hess. “We appreciate the region’s focus on supporting the advanced manufacturing and logistics sectors, and coordinated response to our unique project opportunity. As Niagara continues to grow and gain market share, this location in Kansas City positions us well to serve our existing customers while expanding our customer base and reaching



new markets. We will quickly launch the hiring process to build our local plant team, and will continue to work with our development team and local government partners to deliver our facility by early 2020. We envision a very bright future for the Niagara team in Kansas City.”

Niagara Bottling will create nearly 50 jobs and invest approximately \$68 million in a 420,000-sq.-ft. plant under construction near the intermodal center at the southwest corner of U.S. Highway 71 and M150 Highway.

“I am thrilled to welcome Niagara Bottling as they launch their new manufacturing facility in Missouri,” said Missouri Department of Economic Development Director Rob Dixon. “The new jobs they will create will change the lives of these new employees and their families who call Kansas City home. I look forward to working closely with Niagara Bottling as they continue to grow in our great state.”

“It was a great team effort to show Niagara Bottling that Missouri was the best location for their strategic expansion plans,” said Subash Alias, CEO of Missouri Partnership. “We were honored to work in partnership with KCADC, the State of Missouri, the Economic Development Corporation of Kansas City, the City of Kansas City, KC SmartPort, Newmark Grubb Zimmer, Evergy, and Spire to attract Niagara Bottling, and we look forward to seeing the lives and families impacted by nearly 50 new jobs.”

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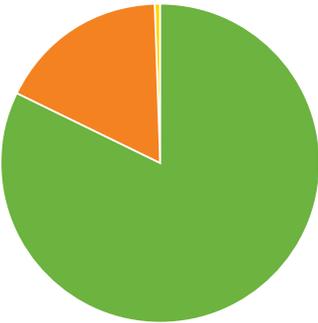
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AT&T
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Community Bank & Trust (CBT)
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Crowder College
Economic Development Council of St. Charles County (EDC)
Economic Development Sedalia-Pettis County Missouri
Edward Jones
Electrical Connection
Emery Sapp & Sons, Inc. (ESS)
Enterprise Holdings, Inc.
Everygy
First State Bank & Trust Co., Inc. of Caruthersville
Ford Motor Company
Gilmore Bell

Greater Kansas City Chamber of Commerce
GRO Marshfield
Hallmark Cards, Inc.
Hamra Enterprises
Hannibal Regional Economic Development Council
IncentiLock, LLC
Industrial Process Systems (IPS)
Ingram's Magazine
J.P. Morgan
JE Dunn Construction
Joplin Area Chamber of Commerce
Jordan Valley Community Health Center
K&S Wire Products, Inc.
Kadean Construction Company
Kansas City Area Development Council (KCADC)
Kansas City Southern (KCS)
Kit Bond Strategies
Lee's Summit Economic Development Council
Leonardo DRS
Maryville University
Masterclock, Inc.
McCarthy Building Companies, Inc.
McCownGordon Construction
Mercy Hospital Joplin
Missouri American Water
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Missouri Community College Association (MCCA)
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Missouri Employers Mutual
Missouri Energy Initiative (MEI)
Missouri REALTORS®
Missouri Southern State University
Missouri State University
Missouri Walnut, LLC
Moberly Area Economic Development

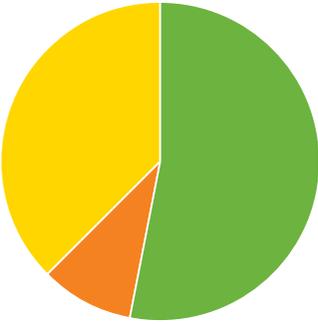
Mosaic Life Care
Neosho Area Business and Industrial Foundation, Inc. (NABIFI)
Newmark Grubb Zimmer
Next Move Group, LLC
Norfolk Southern Corporation
Northeast Power Electric Cooperative (Northeast Power)
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World Wide Technology Holdings
Ygrene Energy Fund, Inc.

Funding



FY2020 FUNDING

| | |
|---|--------------------|
| ■ Promote Missouri public-sector funds: | \$2,250,000 |
| ■ Hawthorn Foundation private-sector funds: | \$470,000 |
| ■ Other: | \$14,526 |



FY2020 EXPENSES

| | |
|--------------------------|--------------------|
| ■ Professional services: | \$1,464,145 |
| ■ Operating expenses: | \$261,976 |
| ■ Direct expenses: | \$1,026,672 |



