



# Missouri: Food Solutions What Can We Grow For You?

**MISSOURI**  
Make. Grow. Move.®





## Food Solutions in Missouri



**130+**  
WINERIES



**20+**  
DISTILLERIES



**90+**  
BREWRIES

Missouri's robust food production sector includes nearly 400 companies, with the capacity for many more, due to Missouri's leading role in agricultural products including rice, soybeans, corn, sorghum, cattle, turkeys, and hogs.

Missouri is home to 130+ wineries, 90+ craft breweries, 20+ distilleries and the world-famous Budweiser family of beers. And Missouri's agriculture industry contributes \$33 billion in GDP to Missouri's economy, and generates \$88 billion in sales and more than 378,000 jobs.

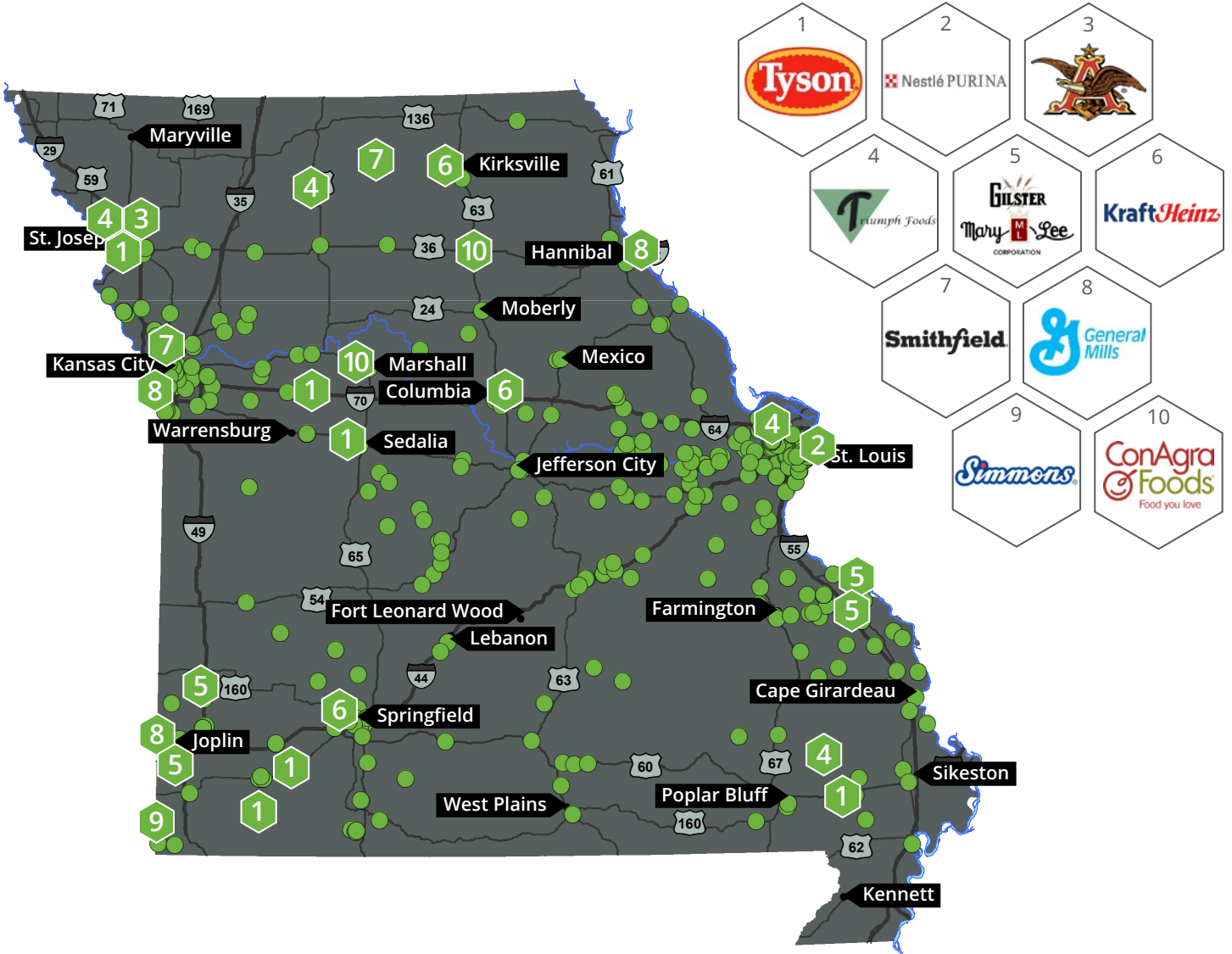
Missouri gives your company rapid access to global markets, extensive distribution options, a friendly regulatory environment and access to a diverse customer base.

And pet food companies with their North American headquarters in Missouri generate nearly \$30 billion in revenue each year.

# Missouri's Food Solutions Companies

Missouri's top food solutions companies by employment

Food solutions company



## IN THEIR WORDS

"The State of Missouri and the local communities in which we operate have been very supportive of Gilster-Mary Lee for over 40 years. Our sites there have access to a capable workforce, close proximity to many of our key raw materials, many of which are grown in Missouri including rice, popcorn and cornmeal, and good transportation access to serve our customers throughout the U.S. and other parts of the world. The State has also helped us identify and explore new international markets for our products. We appreciate the support that Missouri gives its existing agribusiness partners."

*Tom Welge, Vice President, Technical Sales, Gilster-Mary Lee*



## Recent Food Processing Projects

**AB Mauri** (HQ St. Louis), a global company that supplies the food and baking industries with high-quality yeast and bakery ingredients, moved its North American headquarters into St. Louis's Cortex Innovation Community in 2015, making an \$8.2 million investment. In 2017, the company announced plans to expand further, adding 7 new jobs.

**Ajinomoto Windsor** (Carthage and Joplin) opened a new facility in Joplin in 2018, which will eventually employ 240 people. The plant manufacturers frozen appetizers, such as onion rings, mozzarella sticks and mini tacos.

**Anheuser-Busch InBev** (St. Louis), a multinational drink and brewing holdings company, announced plans to invest \$500 million in its U.S. operations in 2018, including more than \$20 million in the St. Louis area.

**Aurora Organic Dairy** (Columbia), a leading producer of store-brand organic milk and butter for U.S. retailers, announced plans in 2017 to invest \$90 million in a new manufacturing plant that will create 100 or more jobs in Columbia. The plant is expected to be operational sometime in 2019.

**Beyond Meat** (Columbia), a plant-based burger startup, tripled its production capacity in Columbia, Missouri in 2018 by opening a second facility. The new plant is expected to create 250 new jobs in the region.

**Boulevard Brewing Co.** (Kansas City) opened a \$10 million state-of-the-art canning line next to its Kansas City brewery in 2018. Located in a 24,000 sq. ft., single-story structure, the canning line is able to fill 350 12-ounce cans per minute.

**Brick River Cider** (St. Louis) invested \$1.5 million to open a cidery in St. Louis. The 8,000 sq. ft. upper level of the building will be able to accommodate up to 80 guests, while the 4,000 sq. ft. space downstairs has a capacity of about 50 guests.

**Chocolate Chocolate Chocolate** (St. Louis) acquired a nearly 23,000 sq. ft. facility in The Hill neighborhood as the chocolatier continues to grow its national wholesale channel.

**Frick's Quality Meats** (Washington), a manufacturer of smoked meats and sausages, announced plans to expand in Washington, Missouri. The expansion represents \$8 million in capital investment and is anticipated to add more than 40 new jobs to the region.



*Aurora Organic Dairy breaks ground on a facility in Columbia, Missouri.*



**Italgrani USA** (St. Louis), a grain storage and milling firm, announced plans for a \$37 million expansion of its facilities on St. Louis' south riverfront. The company added additional storage bins and a new mill to expand capacity by about 40 percent.

**J. Rieger & Co. Distillery** (Kansas City) announced plans to expand in Kansas City's historic West Bottoms neighborhood. The expansion helped the distillery quintuple production to meet growing demand, and allowed it to grow from its team of a half dozen employees to a headcount of more than 40.

**Jasper Products** (Joplin), an industry-leading manufacturer of extended shelf life and aseptically packaged nutritional beverage products serving both private label and contract customers, announced a \$26 million-expansion to meet the companies growing market share and customer base. As part of its expansion, the company added 75 new jobs to its workforce of 550.

**Kansas City Breweries Co.** (Kansas City) announced plans to build a new, large-scale brewing and beverage manufacturing complex in Kansas City, Missouri. The new plant has capacity to produce 100,000 barrels of beer annually, with additional capability for bottling private-label sports energy drinks, sodas, ciders and juice products.

**Moberly Natural Crush, LLC** (Moberly), a food solutions startup, purchased a seven-acre lot and assets in the northwest corner of Moberly's industrial park. The company will operate as a specialty soybean processor focused on the burgeoning demand for non-GMO and Organic food products.

**Nestlé** (Trenton) announced that it reached a conditional agreement with Conagra Brands, which will support the manufacturing of Chef-mate products in Trenton, Missouri. The company expected to add approximately 135 to 150 new employees at the plant. In 2017, Swiss-based Nestlé SA announced plans to move its IT operations from California to St. Louis, creating 300 IT jobs. Nestlé's Purina PetCare unit has its base in downtown St. Louis, where over 3,000 employees work.

**Pepsi Mid-America** (Poplar Bluff) cut the ribbon on a new distribution center in Poplar Bluff, Missouri. The facility added 75 new jobs to the region and distributes soda and snacks to retailers across the state.

**Pipeline Foods LLC** (St. Louis), the first U.S.-based supply chain solutions company focused exclusively on non-GMO and organic food and feed, announced it was expanding with a new regional office in St. Louis, Missouri. The new location focuses on increasing the value-added services Pipeline Foods provides across the supply chain, including clean processing of specialty grains and oilseeds into ingredients for food and feed companies.

**Post Holdings Inc.** (St. Louis) closed on the purchase of a 3.6-acre site to serve as a corporate office for the consumer packaged goods company.

**Premium Waters** (Kansas City) announced plans to create 38 new jobs in Riverside. The expansion represented \$1 million in capital investment.

**Sedes Soy Crush** (Caruthersville) announced it was building a new soybean crushing/processing facility near Caruthersville, Missouri, to crush and process value-added, non-GMO specialty soybeans that focuses on high proteins and healthy oils for the expansion of high value markets.

**Spray Dynamics** (Union), a maker of seasonings, oils, coatings and other items for the snack industry, opened a new factory near St. Louis, Missouri in 2018, that is expected to add 50-60 new jobs.

**SugarCreek Packing Co.** (Carthage) expanded its facility in Carthage, Missouri, with plans to create 70 new manufacturing jobs.

**Triumph Foods** (St. Joseph), a pork processing operation with more than 2,800 employees, expanded creating more than 70 new jobs at their St. Joseph headquarters.

# Missouri's Food Solutions Companies

## Locations with more than 100 employees

Company Name	City	Employees
<b>1123: Poultry and Egg Production</b>		
Opal Foods LLC	Neosho	300
Vital Farms	Springfield	100
<b>3111: Animal Food Manufacturing</b>		
Diamond Pet Company	Meta	100
General Mills Heartland Pet Food Mfg	Joplin	203
Hampshire Pet Products	Joplin	200
Mars Petcare	Kansas City	180
Nestle Purina Petcare	St Joseph	252
Nestlé Purina Petcare Co	St Louis	1,764
Nestlé Purina Product and Technology Center	St Joseph	150
Royal Canin USA	Rolla	100
Royal Canin USA Inc	St Charles	150
<b>3112: Grain and Oilseed Milling</b>		
Ag Processing Inc	St Joseph	200
Bunge Oilseed Processing Div	St Louis	450
General Mills Inc	Kansas City	145
General Mills Inc	Joplin	500
Gilster-Mary Lee Corp	Jasper	100
Gilster-Mary Lee Corp	Joplin	165
Gilster-Mary Lee Corp	Perryville	500
Gilster-Mary Lee Corp	Mc Bride	500
Gilster-Mary Lee Corp	Perryville	615
LifeLine Foods LLC	St Joseph	145
Quaker Oats Co	Columbia	300
<b>3113: Sugar and Confectionery Product Manufacturing</b>		
Bissinger Karl Inc	St Louis	100
Russell Stover	Kansas City	275
<b>3114: Other Food Manufacturing</b>		
Ajinomoto Windsor	Carthage	150
Ajinomoto Windsor	Joplin	240
ConAgra Foods Inc	Macon	300
ConAgra Foods Inc	Marshall	700
International Dehydrated Foods	Monett	125
Nestlé	Trenton	150
Today's Food LLC	Piedmont	200
<b>3115: Dairy Product Manufacturing</b>		
Dairy Farmers Of America	El Dorado Spgs	100

Company Name	City	Employees
Dairy Farmers Of America	Springfield	150
Dairy Farmers Of America	Cabool	250
Hiland Dairy Foods Co (Prairie Farms)	Kansas City	260
Hiland Dairy Foods Co (Prairie Farms)	Springfield	250
Ice Cream Specialties Inc (Prairie Farms)	St Louis	150
Kraft Heinz	Springfield	996
Schreiber Foods	Monett	180
Schreiber Foods	Carthage	600
Unilever Ice Cream	Sikeston	500
<b>3116: Animal Slaughtering and Processing</b>		
Butterball LLC	Carthage	800
Burgers' Smokehouse	California	230
Cargill Foods	Monett	100
Cargill Meat Solutions	California	430
Cargill Meat Solutions	Marshall	400
Daily's Premium Meats	St. Joseph	250
Frick's Quality Meats	Washington	180
George's Poultry Processing	Cassville	850
Kraft Heinz	Columbia	500
Kraft Heinz	Kirksville	900
Moon Ridge Foods	Pleasant Hope	238
Simmons Foods Inc	South West City	1,400
Smithfield (Farmland Foods Inc)	Kansas City	360
Smithfield (Farmland Foods Inc)	Kansas City	475
Smithfield (Farmland Foods Inc)	Milan	950
Triumph Foods	St Joseph	2,900
Tyson Foods Inc	Concordia	225
Tyson Foods Inc	Dexter	700
Tyson Foods Inc	Monett	850
Tyson Foods Inc	Noel	1600
Tyson Foods Inc	Sedalia	1600
Tyson Foods Inc	St Joseph	260
Volpi & Co	St Louis	140
<b>3118: Bakeries and Tortilla Manufacturing</b>		
Daddy Ray's Inc	Moscow Mills	135
Dawn Food Products Inc	Mexico	200
Fazio's Bakery	St Louis	100
Treehouse Foods	Excelsior Spgs	675
<b>3119: Other Food Manufacturing</b>		
Danisco Food Ingredient Solutions (formerly Solae)	St Louis	350
Dupont Nutrition and Health	St Joseph	107
Firmenich	St Louis	100

Company Name	City	Employees
General Mills Inc	Hannibal	920
Glanbia Nutritionals	Springfield	100
Hammons Products Co	Stockton	100
McCormick & Company	Springfield	300
New World Pasta Co	St Louis	175
Red Monkey Foods	Springfield	100
Reliv Independent Inc	Chesterfield	170
Schreiber Foods	Mt Vernon	209
Sensient Colors Inc	St Louis	350
Sensory Effects Flavor Systems (acquired by Balchem)	Hazelwood	100
Unilever	Independence	350
Ventura Foods LLC	St Joseph	130
<b>3121: Beverage Manufacturing</b>		
Anheuser-Busch Co Inc	St Louis	3,300
Coca-Cola Bottling Co	Truesdale	116
Coca-Cola Bottling Co	St Charles	400
Cott Beverages (Cliffstar)	Joplin	160
Cott Beverages USA	Sikeston	120
Cott Beverages USA (BCB Manufacturing USA, Inc)	Maryland Heights	180
Dr Pepper Snapple Group	Overland	165
Flat Branch Pub & Brewing	Columbia	100
Granite City Food & Brewery	St Louis	200
Jasper Products Corp	Joplin	350
Luxco	St Louis	100
Mc Cormick Distilling Co	Weston	150
Ozarks Coca-Cola Dr. Pepper Bottling Co	Springfield	201
Pepsi Beverages Co	Springfield	100
St Louis Brewery Inc	St Louis	100
Stone Hill Winery	Hermann	100
<b>3324: Beverage Manufacturing</b>		
Metal Container Corp	Arnold	175



# Rapid Connection from Production to Customers

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 US Class 1 railroads.

Missouri is home to the confluence of the two largest rivers in North America, the Missouri and Mississippi, and is home to the most northern ice free port on the Mississippi with unrestricted 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. 96% of Missouri's population lives within 15 miles of a 4-lane divided highway.

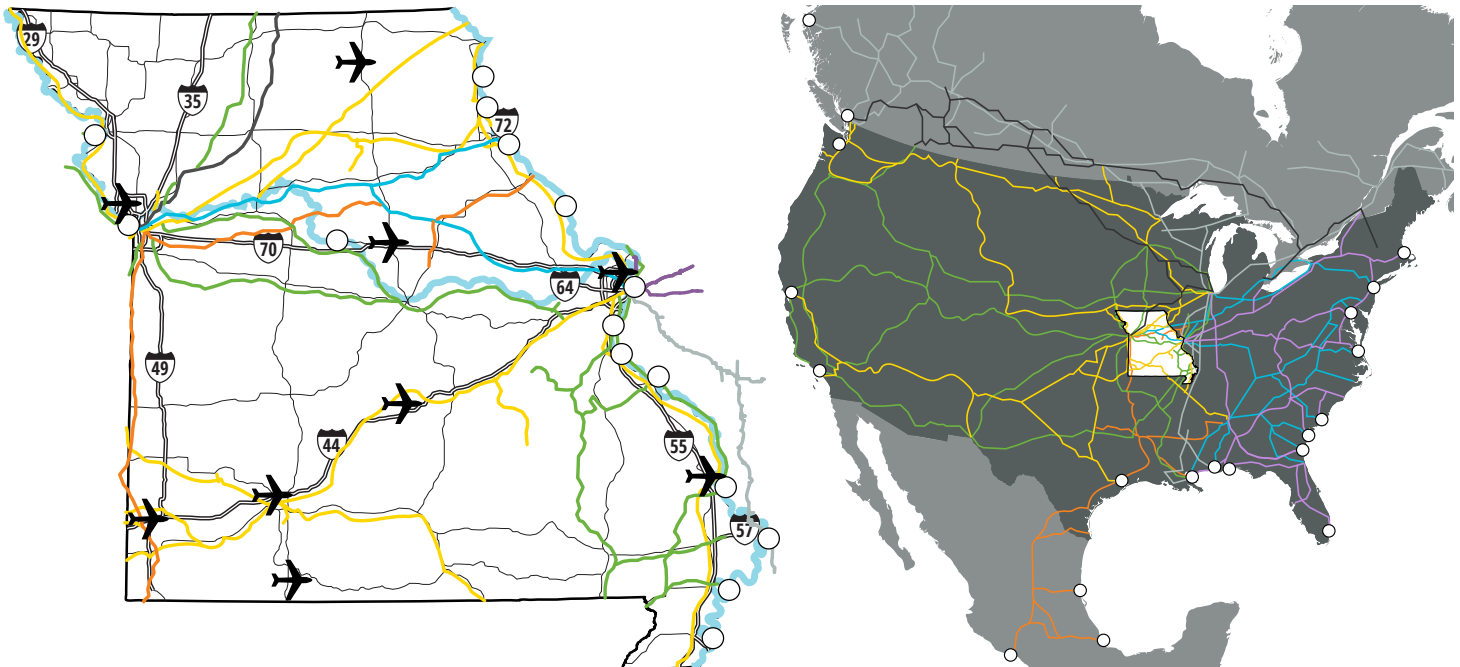
CNBC ranked Missouri's infrastructure 11<sup>th</sup> best in the U.S. in 2018.

## Missouri's central location



- 600 mile radius
- 1,200 mile radius
- Port
- ✈ Airports
- Railroad lines:**
  - BNSF Railway
  - Canadian National Railway
  - Canadian Pacific Railway
  - CSX Transportation
  - Kansas City Southern Railway
  - Norfolk Southern Railway
  - Union Pacific Railroad

## Missouri's global rail and port connections



# Missouri's Agricultural Production

Missouri is located in the heart of America's agricultural region and is a top 10 producer of hay, rice, soybeans, corn, cotton, sorghum, ice cream, cattle, turkeys, and hogs (USDA).

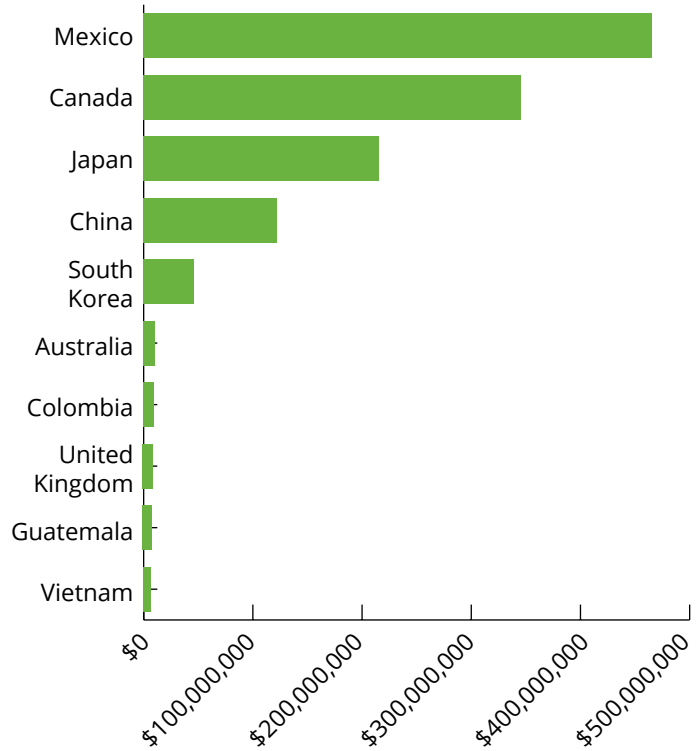
## Missouri's top agriculture exports, estimates, 2017

	Value (in millions)	Rank Among States
Soybeans and products	1,403.8	6 <sup>th</sup>
Feeds and other feed grains	351.2	8 <sup>th</sup>
Corn	290.6	9 <sup>th</sup>
Soybean meal	281.5	7 <sup>th</sup>
Pork	255.3	6 <sup>th</sup>
Vegetable oils	206.7	10 <sup>th</sup>
Beef and veal	193.2	7 <sup>th</sup>
Other plant products	193.0	9 <sup>th</sup>
Cotton	152.5	28 <sup>th</sup>
Grain products, processed	149.2	10 <sup>th</sup>
<b>Total ag exports</b>	<b>4,027.3</b>	<b>10<sup>th</sup></b>

Source: USDA

## Top countries for Missouri's ag exports

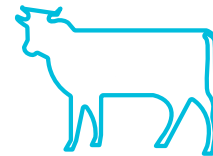
Source: International Trade Administration, 2017



MISSOURI IS RANKED 2ND AMONG U.S. STATES FOR:



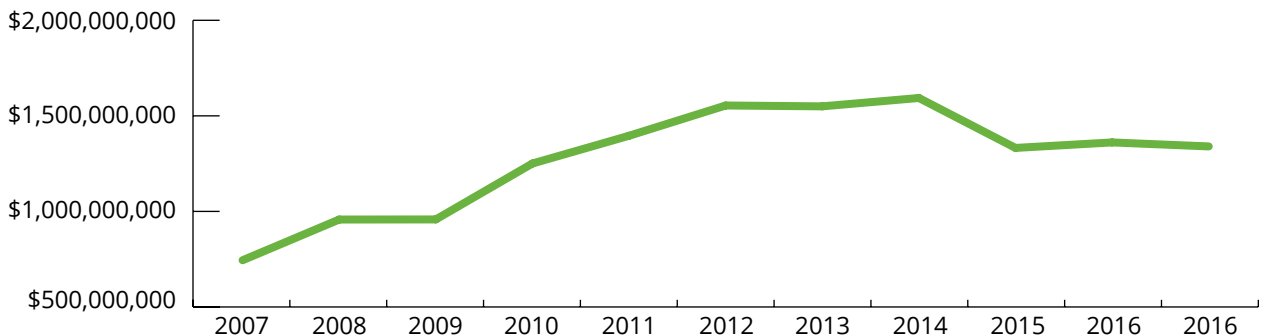
NUMBER OF FARMS



BEEF COW & CATTLE OPERATIONS

## Missouri food exports

Source: International Trade Administration



### Missouri agricultural production rankings

	Rank	Total
<b>General</b>		
Number of Farms <sup>1</sup>	2	97,300
<b>Livestock and Livestock Products</b>		
Beef Cow Operations <sup>1</sup>	2	48,122
Cattle Operations <sup>1</sup>	2	45,348
Calf Inventory <sup>2</sup>	2	1,070,000
Beef Cows <sup>2</sup>	3	2,250,000
Turkeys <sup>3</sup>	5	17,300,000
Cattle and Calves <sup>2</sup>	6	1,070,000
Ice Cream Gallons (regular mix) <sup>1</sup>	5	22,000,000
Milk Cow Operations <sup>1</sup>	6	2,280
Hogs <sup>4</sup>	7	3,400,000
Hog Operations <sup>1</sup>	10	2,687
<b>Crops</b>		
Hay, Excluding Alfalfa <sup>3</sup>	4	4,480,000 ton
Rice <sup>3</sup>	4	15,330,000 cwt
Hay, All <sup>1</sup>	6	5,985,000 ton
Sorghum, Grain <sup>3</sup>	7	3,080,000 bsh
Cotton <sup>3</sup>	7	850,000 bales
Soybeans <sup>3</sup>	8	265,880,000 bsh
Corn, Grain <sup>3</sup>	10	485,750,000 bsh
Grapes <sup>3</sup>	10	5,000 ton
Watermelons <sup>1</sup>	11	705,000 cwt

Source: USDA

<sup>1</sup> 2017 data

<sup>2</sup> Inventory on hand January 1, 2018

<sup>3</sup> 2018 data

<sup>4</sup> Inventory on hand December 1, 2018



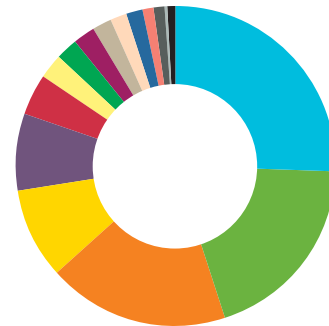
MISSOURI FOOD & FOOD INGREDIENT EXPORTS  
HAVE **INCREASED 46 PERCENT** SINCE 2007

### Missouri's top agricultural commodities in 2017

Source: USDA



Commodity	(\$1,000)
Animals and products	4,536,317
Crops	5,405,793



Commodity	(\$1,000)
Soybeans	2,566,961
Cattle and Calves	1,916,610
Corn	1,821,254
Hogs	914,801
Broilers	775,962
Turkeys	403,207
Miscellaneous crops	252,160
Dairy products, Milk	227,953
Cotton lint, Upland	218,951
Chicken Eggs	201,090
Wheat	169,118
Rice	153,224
Hay	124,413
All other animals and products	87,230
Cottonseed	40,636
Other	68,540



# Missouri Has the Talent to Sustain Food Companies

Missouri has over 6,636 manufacturing establishments employing 265,863 people (*BLS, Quarterly Census of Employment and Wages, 2017*).

Manufacturing makes up 11.4% of all employment in Missouri (*BLS, 2017*).

Food manufacturing makes up more than 15% of all manufacturing employment in Missouri (*BLS, 2017*).

Missouri's labor force of over 3 million exceeds the entire populations of 20 states (*BLS and US Census Bureau, 2018*).

## Missouri's Degree Programs

### Food science, nutrition and dietetics

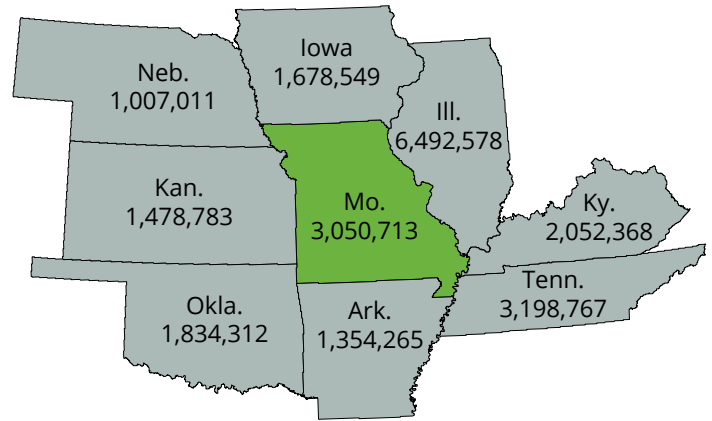
Missouri granted 339 degrees in food science, nutrition and dietetics in 2017.

Missouri colleges offering degree programs:

- College of the Ozarks: *Bachelor's*
- Cox College: *Master's*
- Fontbonne University: *Bachelor's*
- Lincoln University: *Bachelor's*
- Logan University: *Master's*
- Missouri State University: *Bachelor's*
- Northwest Missouri State University: *Bachelor's*
- Saint Louis Community College: *Associate's*
- Saint Louis University: *Bachelor's, Master's*
- Southeast Missouri State: *Master's*
- University of Central Missouri: *Bachelor's*
- University of Missouri: *Bachelor's, Master's, PhD*

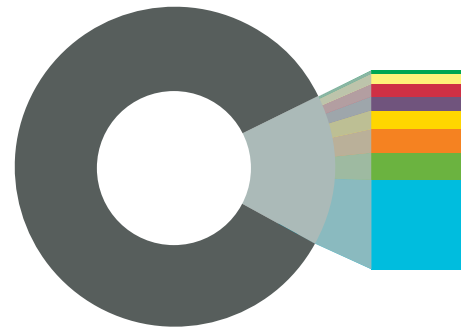
### Workforce, all industries

Source: Bureau of Labor Statistics, 2017



### Missouri food manufacturing employment

Source: BLS, Quarterly Census of Employment and Wages, 2017



Commodity	(\$1,000)
Non-food manufacturing	225,298
Food manufacturing	40,565
Animal Slaughtering and processing	18,217
Dairy Products	5,554
Animal Food Manufacturing	4,812
Bakeries and Tortilla Manufacturing	3,824
Other food manufacturing	2,831
Fruit and Vegetable Preserving	2,555
Grain and Oilseed Milling	2,086
Sugar and Confectionery Product Mfg	686

## Agriculture

Missouri granted 978 degrees in agriculture in 2017.

Missouri colleges offering degree programs:

College of the Ozarks: *Bachelor's*

Crowder College: *Associate's*

Lincoln University: *Bachelor's, Master's*

Mineral Area College: *Associate's*

Missouri State University-Springfield: *Bachelor's, Master's*

Missouri State University-West Plains: *Associate's*

Missouri Valley College: *Master's*

North Central Missouri College: *Associate's*

Northwest Missouri State University: *Bachelor's, Master's*

Ozarks Technical Community College: *Associate's*

Saint Louis Community College: *Associate's*

Southeast Missouri State University: *Bachelor's*

State Fair Community College: *Associate's*

State Technical College of Missouri: *Associate's*

Stephens College: *Bachelor's*

Three Rivers Community College: *Associate's*

Truman State University: *Bachelor's*

University of Central Missouri: *Bachelor's*

University of Missouri at Columbia: *Bachelor's, Master's, PhD*

William Woods University: *Bachelor's*



University of Missouri

## Food Processing Occupations

Code	Occupation title	Missouri employment	Missouri median hourly wage	United States median hourly wage
00-0000	All Occupations	2,788,680	\$16.85	\$18.12
19-0000	Life, Physical, and Social Science Occupations	16,960	\$25.12	\$31.01
19-1012	Food Scientists and Technologists	210	\$29.77	\$30.60
19-4011	Agricultural and Food Science Technicians	590	\$17.28	\$19.19
51-0000	Production Occupations	203,230	\$16.28	\$16.34
51-3011	Bakers	3,600	\$11.08	\$12.35
51-3021	Butchers and Meat Cutters	3,430	\$15.72	\$14.85
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	4,420	\$13.87	\$12.14
51-3023	Slaughterers and Meat Packers	740	\$13.49	\$13.23
51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	640	\$14.38	\$14.14
51-3092	Food Batchmakers	5,600	\$15.33	\$13.70
51-3093	Food Cooking Machine Operators and Tenders	1,510	\$13.61	\$13.66
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	920	\$17.46	\$16.16
51-9111	Packaging and Filling Machine Operators and Tenders	8,870	\$14.35	\$14.11

Source: Bureau of Labor Statistics, May 2017



Anheuser-Busch InBev in St. Louis



J. Rieger & Co. Distillery in Kansas City



# Missouri Feeds the World



*BRDG Park*

Missouri researchers at private companies like Monsanto and KWS as well as public institutions like the University of Missouri are developing crops to meet the world's growing population. Their challenge is to develop crops that produce higher yields with less water, fertilizer and other inputs.

## Missouri Crop Research Centers

Chestnut Labs (HQ Springfield): [chestnutlabs.com](http://chestnutlabs.com)

The Danforth Plant Science Center in St. Louis: [danforthcenter.org](http://danforthcenter.org)

The Missouri Botanical Garden in St. Louis: [missouribotanicalgarden.org](http://missouribotanicalgarden.org)

### Missouri State University:

- Center for Grapevine Biotechnology in Mountain Grove: [ag.missouristate.edu](http://ag.missouristate.edu)
- Fruit Experiment Station in Springfield: [mtngrv.missouristate.edu/statefruit](http://mtngrv.missouristate.edu/statefruit)

### University of Missouri:

- Agricultural Experiment Station (various locations): [aes.missouri.edu](http://aes.missouri.edu)
- Christopher S. Bond Life Sciences Center in Columbia: [bondlsc.missouri.edu](http://bondlsc.missouri.edu)
- National Center for Soybean Biotechnology in Columbia: [soybiotechcenter.org](http://soybiotechcenter.org)
- Plant Transformation Core Facility in Columbia: [plantsciencesweb.missouri.edu/muptcf](http://plantsciencesweb.missouri.edu/muptcf)
- The McDonnell Genome Institute at Washington University in St. Louis: [genome.wustl.edu](http://genome.wustl.edu)

## Incubators and Research Parks

**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 companies involved in food related research. [brdg-park.com](http://brdg-park.com)

**The Center for Emerging Technologies (CET)** (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. [cortexstl.com](http://cortexstl.com)

**The CORTEX Innovation Community (CIC)** (St. Louis) is a cutting edge biotech district located near Washington University in St. Louis, Saint Louis University, and Barnes-Jewish Hospital. Institutions within the district receive more than \$400 million in NIH funding annually. [cortexstl.com](http://cortexstl.com)

**Helix Center Biotech Incubator** (St. Louis) is a small business incubator that provides startup companies in the plant and life science industries with affordable office and laboratory space, access to expertise, and facilities near the Donald Danforth Plant Science Center and BRDG Park. [stlpartnership.com](http://stlpartnership.com)

**The Independence Regional Ennovation Center** (Independence) is a mixed-use business incubator, which focuses on three core areas for the development of new businesses: biotech, kitchen/culinary, and business & technology. [ennovationcenter.com](http://ennovationcenter.com)

**Missouri Plant Science Center** (Mexico) is a biotechnology hub fostering collaboration between scientists and entrepreneurs for the purpose of moving research into functional, real-world business applications and consumable products. MPSC's facilities include state-of-the-art analytical and research instrumentation, shared pilot processing equipment, and a small-scale milling plant. [mexicomissouri.net/382/Plant-Science-Center](http://mexicomissouri.net/382/Plant-Science-Center)

**The MU Life Science Business Incubator at Monsanto Place** (Columbia) endeavors to build a technology industry cluster in mid-Missouri. This is accomplished through the creation and attraction of new technology ventures to which we apply our full-cycle, technology commercialization process. Incubator clients include/have included ventures focused on value-added agriculture products and services, plant and crop improvements, and food testing services. [missouriinnovation.com/life-science-labspace](http://missouriinnovation.com/life-science-labspace)



*University of Missouri's Hundley-Whaley Research Center*



*Cortex*

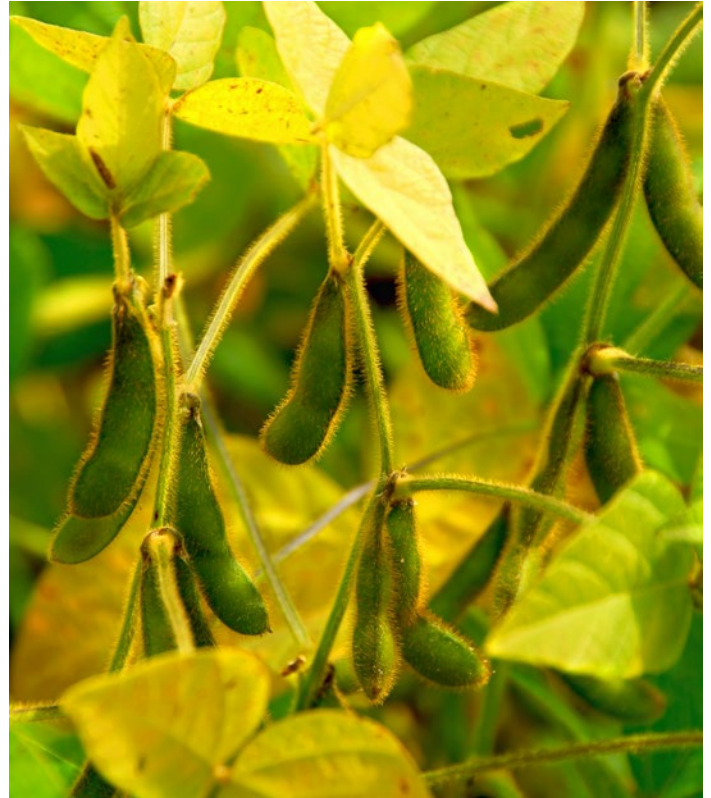
# Missouri Associations for Food Processing

## National and Multi-State

American Angus Association: [angus.org](http://angus.org)  
 American International Charolais Assn.: [charolaisusa.com](http://charolaisusa.com)  
 American Chianina Association: [chicattle.org](http://chicattle.org)  
 American Dorper Sheep Breeders Society: [dorper.org](http://dorper.org)  
 American Hereford Association: [hereford.org](http://hereford.org)  
 American Karakul Sheep Registry: [karakulsheep.com](http://karakulsheep.com)  
 American Maine-Anjou Association: [maine-anjou.org](http://maine-anjou.org)  
 American Soybean Association: [soygrowers.com](http://soygrowers.com)  
 Mid-America Organic Association: [moaconference.org](http://moaconference.org)  
 National Corn Growers Association: [ncga.com](http://ncga.com)  
 The Poultry Federation: [thepoultryfederation.com](http://thepoultryfederation.com)  
 Purebred Dexter Cattle Association of North America: [purebreddextercattle.com](http://purebreddextercattle.com)  
 United Soybean Board: [unitedsoybean.org](http://unitedsoybean.org)  
 U.S. Soybean Export Council: [ussec.org](http://ussec.org)

## State

Missouri Association of Meat Processors: [mamp.co](http://mamp.co)  
 Missouri Aquaculture Association: [moaquaculture.org](http://moaquaculture.org)  
 Missouri Beef Council: [mobeeff.org](http://mobeeff.org)  
 Missouri Bison Association: [mobisonassoc.org](http://mobisonassoc.org)  
 Missouri Cattlemen's Association: [mocattle.org](http://mocattle.org)  
 Missouri Corn Growers Association: [mocorn.org](http://mocorn.org)  
 Missouri Dairy Association: [missouridairy.org](http://missouridairy.org)  
 Missouri Pork Association: [mopork.com](http://mopork.com)  
 Missouri Rice Council: [facebook.com/eatMORice](https://facebook.com/eatMORice)  
 Missouri Sheep Producers, Inc.: [missourisheep.com](http://missourisheep.com)  
 Missouri Soybean Association: [mosoy.org](http://mosoy.org)  
 Missouri Vegetable Growers Association: [moveggers.org](http://moveggers.org)



## Other Organizations

**AgriMissouri** (Jefferson City) promotes Missouri-grown and Missouri-made items, representing food and non-food products, retailers, farmers' markets, agritourism and agricultural experience destinations, through a variety of marketing efforts and promotional events. The program also offers training and educational opportunities to help members grow profitable businesses. [agrimissouri.com](http://agrimissouri.com)

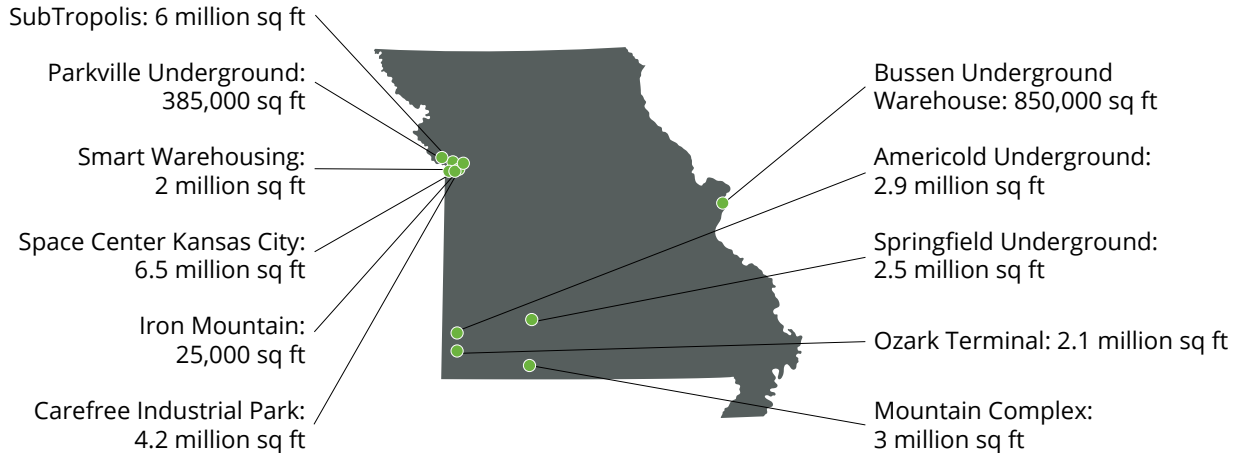
**STL Foodworks** (St. Louis) is a kitchen incubator helping restaurants, caterers and others in the St. Louis food scene with temporary kitchen space, which includes four hot kitchens and two prep kitchens. [stlfoodworks.com](http://stlfoodworks.com)

**The World Initiative for Soy in Human Health (WISHH)** (St. Louis), a program of the American Soybean Association (ASAS), brings the benefits of U.S. soy protein to developing countries where it can make a difference in lives today and in the future. [wishh.org](http://wishh.org)



# Missouri's Unique Sites for Food Processing

## Missouri's underground facilities



Missouri's underground sites, located in former limestone mines, total over 31 million square feet and offer natural climate control (60-70 degrees year-round), enhanced security, and reduced vulnerability to natural disasters. Limestone is three-times stronger than concrete. Food processing related companies utilizing Missouri's underground sites include Kraft Heinz, Metabolic Meals, Hiland Dairy, and Hammons Products.

As of March 2019, Missouri had more than 520 available industrial buildings ranging from 1,000 to 1,000,000 square feet, as well as several USDA food grade facilities (*LocationOne*).



Paris Brothers, a specialty foods company with underground warehousing in Kansas City

## 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.



**SALES/USE** TAX EXEMPTIONS

### Tax Exemptions for Food Manufacturers

Food 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
- Wine and Grape Production Tax Credit program for vineyards and wine producers to buy equipment and materials

**PROPERTY** TAX EXEMPTIONS



### 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. 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.

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.

### Certified Sites

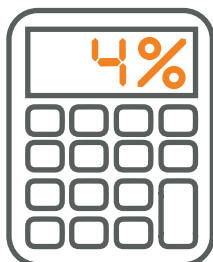
Missouri's Certified Sites Program also reduces your risk by ensuring there has already been a comprehensive review of items including the availability of utilities, site access, environmental concerns, land use conformance, and potential site development costs. Having a site "certified" reduces the 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.

### Our Services

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

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

CORPORATE INCOME TAX RATE OF **4 PERCENT**,  
RANKING **2ND** LOWEST AMONG STATES THAT  
LEVY SUCH A TAX (EFFECTIVE JANUARY 2020)





**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.



**Sean Johnson, VP, Business Recruitment**

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



**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**

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



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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)*