



Financial Services Leadership

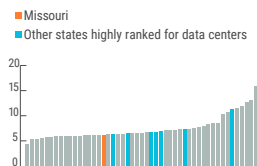
MISSOURI
PARTNERSHIP®



Financial Services in Missouri



Missouri is a leader in financial services with more than 169,000 people, or 6 percent of the workforce, employed in occupations related to financial services in Missouri. We are home to the second highest concentration of financial securities brokers among major US metros and a global leader in the reinsurance industry.

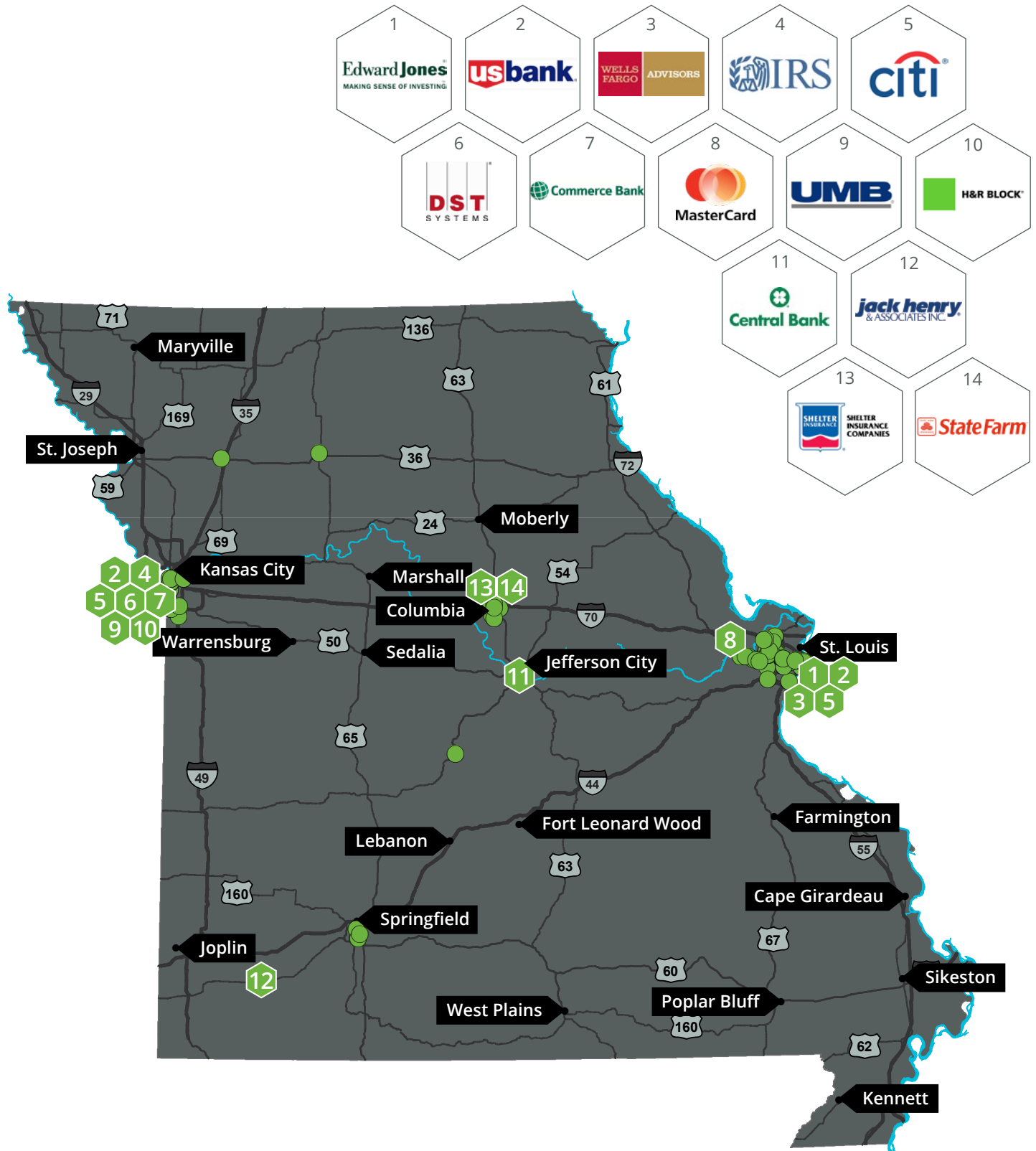


ONE OF THE BEST
TRACK RECORDS
IN THE COUNTRY
FOR FISCAL
RESPONSIBILITY

Missouri's 50+ years of AAA bond ratings are representative of our solid financial acumen and stable financial foundations. And we are home to Edward Jones, Jack Henry & Associates, H&R Block, Wells Fargo Advisors, American Century Investments, RGA, CitiMortgage, DST Systems, MasterCard's global operations center, and other financial services leaders. Missouri also has depth of talent in financial services, with more than 40 colleges and universities offering bachelor's degrees or higher in Finance, Financial Management and Accounting. And Missouri is the only state to house two Federal Reserve Banks.

In Missouri it just adds up.

Missouri's Financial Services Companies



Missouri's Central Location



Missouri's central location allows companies to stretch their workdays to service customers on both coasts. And travel across North America is simple, with more than 70 nonstop destinations from Missouri's airports.

Missouri is within 600 miles of 50 percent of U.S. households including those in seven of the nation's fastest growing metros: Atlanta, Austin, Dallas, Denver, Houston, Minneapolis, Nashville and San Antonio (*Census Bureau, 2016*).



Missouri's Financial Services Companies

Major Missouri financial services companies



Major Missouri insurance companies



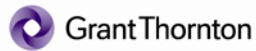
STATE STREET



* headquartered in Missouri



Major Missouri accounting firms



Federal reserve banks



* headquartered in Missouri



Recent Financial Services Expansions And Investment



[Ameritas Investment Corp.](#) (Kansas City) announced the opening of a public finance office in Kansas City, MO, in 2015, creating 18 new jobs.



[Moneta Group LLC](#), (HQ St. Louis) a financial planning and wealth management firm, announced plans to expand its headquarters in St. Louis in 2016. The company has hired more than 100 new employees in the area since 2014.



[Centene Corporation](#) (HQ St. Louis), is a diversified, multi-national healthcare enterprise that provides a portfolio of services to government-sponsored health-care programs, focusing on under-insured and uninsured individuals. Centene began a new \$770 million expansion in St. Louis in 2016.



[NBKC Bank](#) (HQ Kansas City) opened a new 106,000 square-foot headquarters in Kansas City, MO, in 2017.



[DST](#) (HQ Kansas City) announced plans to expand in Kansas City, MO, in 2017, creating 415 new jobs. DST is a leading global technology, strategic advisory, and operations outsourcing company operating in the financial and healthcare sectors.



[Spring Venture Group](#) (HQ Kansas City) announced plans to move its headquarters to Kansas City, MO, in 2017. The company, a direct-to-consumer distributor of Medicare supplement insurance, plans to add 450 jobs over the next three and a half years and 1,000 during the next six years. The project is projected to involve between \$8-\$12 million in capital investment.



[KPMG](#) (St. Louis) announced plans to add 175 new IT jobs to its downtown St. Louis office in 2015.



[Square](#) (St. Louis) opened a new office in St. Louis in 2015, hiring more than 200 people for compliance operations, customer support, IT and recruiting. In 2016, the company announced plans to expand their footprint by taking on an additional 17,000 square feet of office space in the Cortex innovation district.



[Missouri Higher Education Loan Authority \(MOHELA\)](#) (St. Louis and Columbia) announced plans in 2016 to add 365 student loan counselors and loan processors. MOHELA is one of the largest student loan servicing companies in the country, servicing 1.75 million borrowers and loans worth \$39 billion.



[Thomas McGee](#), (HQ Kansas City) announced the opening of a new St. Louis office, where it plans to hire 15 employees. Founded in Kansas City, MO, more than 100 years ago as an independent insurance agency, Thomas McGee handles third-party claims administration as well as commercial, surety, employee benefits and personal risk for the country's leading insurance carriers.



[The Whitlock Company](#), (HQ Springfield) a full-service accounting firm, announced plans to expand in Missouri in 2017. The company is investing \$1.2 million and opening a new location in Kansas City, MO, where it plans to hire 15 employees immediately and add 36 new employees over the next few years.

Financial Services Talent

Forbes ranked St. Louis 5th nationally in job gains in the financial services industry in 2014 and according to the Wall Street Journal, employment in St. Louis' financial sector grew 84.7 percent between 2007–2012, more than any other major metro. Today, more than 169,000, or 6 percent, of workers in Missouri are employed in core occupations relevant to the financial services industry with more than 11,000 licensed CPAs and more than 1000 registered members of the CFA (Chartered Financial Analyst) Institute.

More than 40 Missouri colleges and universities offer bachelor's degrees or higher degrees in Finance or Accounting. This well-educated population provides an easily trainable labor pool. Missouri also has a higher high school graduation rate (87.8 percent) than the national average of 83.2 percent (*Education Week, 2015*).

Schools offering financial or accounting degree

American Business and Technology University: *MS in Finance, BS and MS in Accounting*

Avila University: *BS in Finance, BS in Accounting*

Central Methodist University: *BS in Finance, BS in Accounting*

College of the Ozarks: *BS in Accounting*

Columbia College: *BS in Finance, BS in Accounting*

Culver-Stockton College: *BS in Finance, BS in Accounting*

DeVry University's Keller Graduate School of Management-Missouri: *BS and MS in Accounting*

Drury University: *BS in Finance, BS in Accounting*

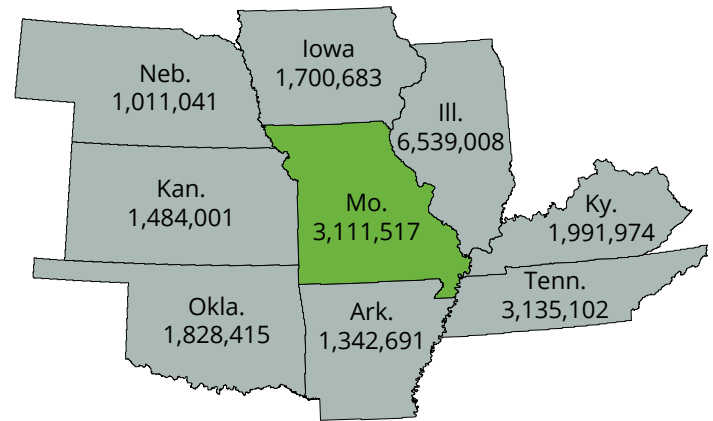
Evangel University: *BS in Finance, BS in Accounting*

Fontbonne University: *BS and MS in Accounting*

Hannibal-LaGrange University: *BS in Accounting*

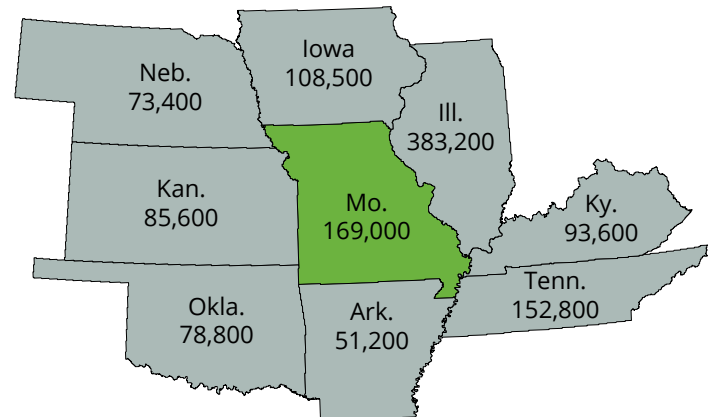
Workforce, all industries

Source: Bureau of Labor Statistics, 2016



Workforce, financial activities

Source: Bureau of Labor Statistics, 2016



Harris-Stowe State University: *BS in Accounting*

Lincoln University: *BS in Accounting*

Lindenwood University: *BS and MS in Finance, BS and MS in Accounting*

Maryville University of Saint Louis: *BS in Finance, BS in Accounting*

Missouri Baptist University: *BS in Accounting*

Missouri State University-Springfield: *BS in Finance, BS and MS in Accounting*

Missouri Valley College: *BS in Finance, BS in Accounting*

Missouri Western State University: *BS in Finance, BS in Accounting*

National American University-Independence: *BS in Finance, BS in Accounting*

National American University-Lee's Summit: *BS in Finance, BS in Accounting*

National American University-Weldon Spring: *BS in Accounting*

Northwest Missouri State University: *BS in Finance, BS in Accounting*

Park University: *BS in Finance, BS in Accounting*

Saint Louis University-Main Campus: *MS in Accounting*

Southeast Missouri State University: *BS in Finance, BS and MS in Accounting*

Southwest Baptist University: *BS in Finance, BS in Accounting*

Truman State University: *BS and MS in Accounting*

University of Central Missouri: *BS in Finance, BS and MS in Accounting*

University of Missouri: *BS, MS and PhD in Accounting*

University of Missouri-Kansas City: *MS in Finance, BS and MS in Accounting*

University of Missouri-St Louis: *BS and MS in Accounting*

Washington University in St Louis: *BS and MS in Finance, BS and MS in Accounting*

Webster University: *BS and MS in Finance, BS and MS in Accounting*

Westminster College: *BS in Accounting*

William Jewell College: *BS in Accounting*

William Woods University: *BS in Accounting*



University of Missouri in Columbia

Occupations for Financial Services

Code	Occupation title	Missouri Employment	Missouri Median hourly wage	Missouri Mean hourly wage	Missouri Annual mean wage
00-0000	All Occupations	2,757,850	\$16.46	\$21.45	\$44,620
13-0000	Business and Financial Operations Occupations	134,590	\$29.87	\$32.85	\$68,330
11 3031	Financial Managers	8,750	\$56.62	\$63.73	\$132,560
13-1031	Claims Adjusters, Examiners, and Investigators	6,950	\$29.91	\$30.60	\$63,640
13-1041	Compliance Officers	4,760	\$27.41	\$28.76	\$59,810
13-1051	Cost Estimators	4,940	\$30.69	\$31.63	\$65,780
13-1071	Human Resources Specialists	9,620	\$26.35	\$28.86	\$60,030
13-1075	Labor Relations Specialists	1,730	\$31.40	\$32.81	\$68,250
13-1081	Logisticians	2,590	\$32.32	\$34.79	\$72,360
13-1111	Management Analysts	6,510	\$36.87	\$38.95	\$81,020
13-1141	Compensation, Benefits, and Job Analysis Specialists	1,420	\$28.88	\$30.74	\$63,940
13-1151	Training and Development Specialists	5,270	\$25.97	\$27.95	\$58,130
13-1161	Market Research Analysts and Marketing Specialists	9,980	\$29.12	\$31.36	\$65,220
13-1199	Business Operations Specialists, All Other	14,710	\$31.49	\$33.36	\$69,390
13-2011	Accountants and Auditors	24,130	\$30.67	\$33.91	\$70,530
13-2021	Appraisers and Assessors of Real Estate	1,780	\$22.18	\$24.16	\$50,260
13-2031	Budget Analysts	720	\$33.28	\$34.16	\$71,060
13-2041	Credit Analysts	1,330	\$30.10	\$33.87	\$70,450
13-2051	Financial Analysts	3,730	\$37.31	\$44.11	\$91,740
13-2052	Personal Financial Advisors	4,280	\$39.24	\$49.65	\$103,280
13-2053	Insurance Underwriters	2,090	\$32.22	\$34.22	\$71,190
13-2061	Financial Examiners	1,790	\$35.85	\$37.26	\$77,510
13-2071	Credit Counselors	600	\$20.50	\$23.95	\$49,810
13-2072	Loan Officers	7,350	\$30.51	\$36.31	\$75,530
13-2081	Tax Examiners and Collectors, and Revenue Agents	2,170	\$19.08	\$20.98	\$43,630
13-2082	Tax Preparers	1,240	\$15.26	\$18.57	\$38,630
13-2099	Financial Specialists, All Other	N/A	\$33.89	\$36.17	\$75,240

Source: BLS, 2016

Quality of Life

More than 1,100 miles of lake coastline, including the ultra-popular Lake of the Ozarks

Numerous wine trails, home of Anheuser-Busch, and a growing craft beer industry

Two World Championship baseball teams, the NFL's Kansas City Chiefs, and the NHL's St. Louis Blues

91 state parks and historic sites covering nearly 150,000 acres



Branson, the "Live Music Capital of the World" welcomes millions of visitors every year

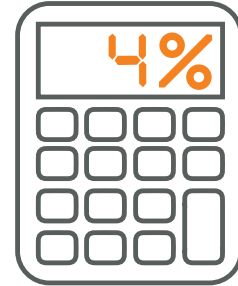
Nationally recognized symphonies, historic formal gardens, renowned art galleries, and live theater across the state

Missouri Can Help Reduce Your Risk and Your Costs

Missouri provides you with a solid, cost-competitive, and empowering business foundation to build your team on. In Missouri, taxes and business costs don't eat up all of your company's profits.

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

EFFECTIVE JANUARY 2020



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.

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. Our goal is to work to give you reduced risk, no pain, and efficient progress through our 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.



4TH BEST CORPORATE INCOME
TAX INDEX IN THE U.S.



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.



Sean Johnson, VP, Business Recruitment

816-489-5898, sean@missouripartnership.com

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

314-932-3974, deborah@missouripartnership.com

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