

MISSOURI'S FOOD & AGRICULTURE INDUSTRY

Missouri's robust food industry includes nearly 500 companies and almost 100,000 farms, with the capacity for many more. This is all due to Missouri's leading role in agricultural products such as rice, soybeans, corn, sorghum, cattle, turkeys, and hogs. In fact, Missouri's agriculture industry contributed \$34.9 billion in GDP to Missouri's economy in 2021, and generated nearly \$94 billion in sales and more than 456,000 jobs.

Missouri is also the global leader in agtech, with innovative technology and research that is transforming agriculture. The state's crop and livestock diversity, abundant water supply, and rich soil provide a solid foundation for companies to grow and succeed.



MISSOURI
PARTNERSHIP®



St. Louis was a natural choice for Ostara to construct its newest and largest manufacturing facility that will produce our environmentally friendly Crystal Green® fertilizer. As we gear up production over the next year, we're partnering with the St. Louis community and Missouri businesses to continue our mission to produce a sustainable phosphorus soil health solution that will enhance crop yields while protecting water sources across the globe.”

—Dan Parmar, Chief Executive Officer at Ostara Nutrient Recovery Technologies

RECENT INVESTMENTS

AFG broke ground on a new \$800 million, 775,000 square foot beef processing plant in Wright City in 2022. The new plant is expected to bring over 1,300 new jobs with an annual payroll of \$80 million, making an estimated \$1 billion in economic impact in Missouri.

Benson Hill Biosystems opened a new 47,000 square-foot innovation facility in St. Louis in 2021 to expand its ability to test and develop plant-based food and ingredients products.

Ostara broke ground on a new fertilizer production facility in St. Louis in 2022. The new facility represents more than \$17 million in capital investment and is expected to create 40 new jobs in the region.

Swift Prepared Foods, a subsidiary of leading global food company JBS USA, opened Principe Foods, which produces high-quality Italian meats and charcuterie, in Columbia, MO in 2023. The company invested more than \$200 million in the new 325,000 sq. ft. facility. Principe Foods has already created 100 new jobs in the region, with plans to hire 100 to 200 more.

CENTERS OF EXCELLENCE

Innovation and collaboration is happening statewide at places such as the Danforth Plant Science Center, the Missouri Botanical Garden in St. Louis, the Missouri State University Center for Grapevine Biotechnology in Mountain Grove, MRIGlobal, and the Christopher S. Bond Life Sciences Center at the University of Missouri.

20+ INCUBATORS

As well as numerous accelerators and coworking spaces



MISSOURI COMPANIES



\$93.7 BILLION

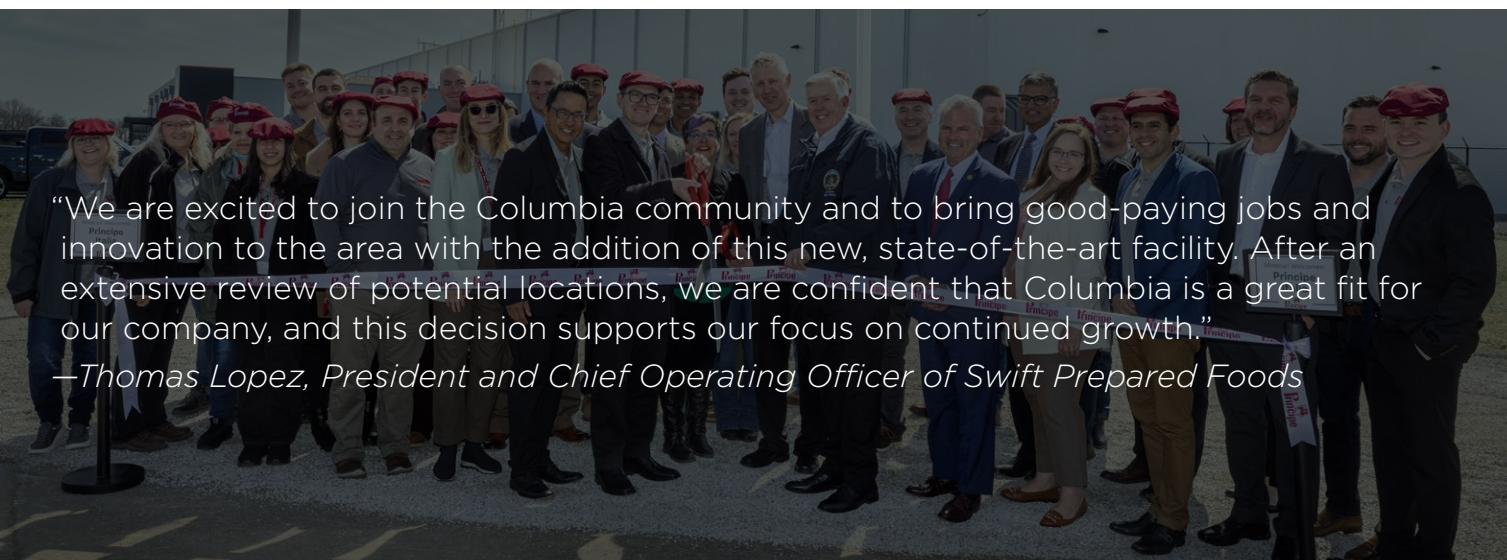
IN OUTPUT

Missouri Department of Agriculture, 2021

\$31.8 BILLION

IN HOUSEHOLD INCOME

Missouri Department of Agriculture, 2021



“We are excited to join the Columbia community and to bring good-paying jobs and innovation to the area with the addition of this new, state-of-the-art facility. After an extensive review of potential locations, we are confident that Columbia is a great fit for our company, and this decision supports our focus on continued growth.”

—Thomas Lopez, President and Chief Operating Officer of Swift Prepared Foods

WORKFORCE

6TH

FOR DEGREES GRANTED IN GENERAL AGRICULTURE IN 2021

- Associate's: 26
- Bachelor's 97
- Master's: 10
- Colleges offering degree programs in Agriculture: 22

Source: Lightcast and NCES, 2021

49,662

EMPLOYED IN FOOD, BEVERAGE AND TOBACCO MANUFACTURING

- Animal Slaughtering and Processing: 17,332
- Beverage Manufacturing: 6,768
- Dairy Products: 5,750
- Animal Food Manufacturing: 5,318
- Other food manufacturing: 4,148
- Fruit and Vegetable Preserving: 3,659
- Bakeries and Tortilla Manufacturing: 3,404
- Grain and Oilseed Milling: 2,587

BLS, Quarterly Census of Employment and Wages, 2022

1ST

FOR DEGREES GRANTED IN PLANT SCIENCE IN 2021

- Bachelor's 57
- Master's: 16
- Doctor's: 8
- Colleges offering degree programs in Plant Science: 6

Source: Lightcast and NCES, 2021

14TH

FOR DEGREES GRANTED IN FOOD SCIENCE, NUTRITION AND DIETETICS IN 2021

- Bachelor's: 145
- Master's: 219
- Doctor's: 4
- Certificates: 63
- Colleges offering degree programs in food science, nutrition and dietetics: 12

Source: Lightcast and NCES, 2021

282,255

EMPLOYED IN MANUFACTURING

Food manufacturing makes up 18% of all manufacturing employment in Missouri

BLS, 2022

14,593

EMPLOYED IN AGRICULTURE

Agriculture makes up .5% of all employment in Missouri

BLS, 2022, annual, preliminary

196

DEGREES GRANTED IN BIOENGINEERING IN 2021

- Bachelor's 144
- Master's: 28
- Doctor's: 18
- Certificates: 6
- Colleges offering degree programs in bioengineering or biotechnology: 7

Source: Lightcast and NCES, 2021

MISSOURI EMPLOYMENT

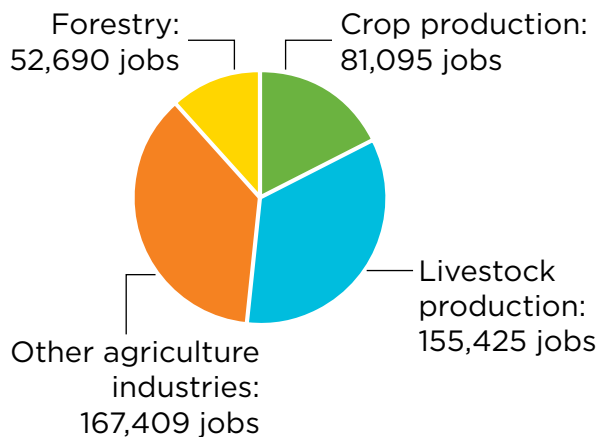
| Description | Jobs | Mean Annual Earnings |
|---|-------|----------------------|
| Food Batchmakers | 6,140 | \$39,620 |
| Meat, Poultry, and Fish Cutters and Trimmers | 4,890 | \$32,970 |
| Bakers | 4,570 | \$28,470 |
| Mixing and Blending Machine Setters, Operators, and Tenders | 2,820 | \$43,830 |
| Butchers and Meat Cutters | 2,720 | \$34,530 |
| Cooling and Freezing Equipment Operators and Tenders | 1,130 | \$45,120 |
| Slaughterers and Meat Packers | 910 | \$32,250 |
| Cutting and Slicing Machine Setters, Operators, and Tenders | 860 | \$39,840 |
| Food Cooking Machine Operators and Tenders | 720 | \$40,710 |
| Food Processing Workers, All Other | 420 | \$33,420 |
| Soil and Plant Scientists | 280 | \$56,220 |
| Biological Scientists, All Other | 2,720 | \$67,100 |
| Conservation Scientists | 510 | \$57,330 |
| Agricultural Technicians | 370 | \$45,990 |
| Biological Technicians | 560 | \$50,410 |
| Life, Physical, and Social Science Technicians, All Other | 2,010 | \$53,060 |
| Agricultural Inspectors | 300 | \$45,180 |
| Agricultural Equipment Operators | 940 | \$43,490 |
| Farmworkers and Laborers, Crop, Nursery, and Greenhouse | 1,120 | \$35,900 |
| Farmworkers, Farm, Ranch, and Aquacultural Animals | 1,450 | \$32,940 |

Source: BLS, May 2022

456,618

JOBS

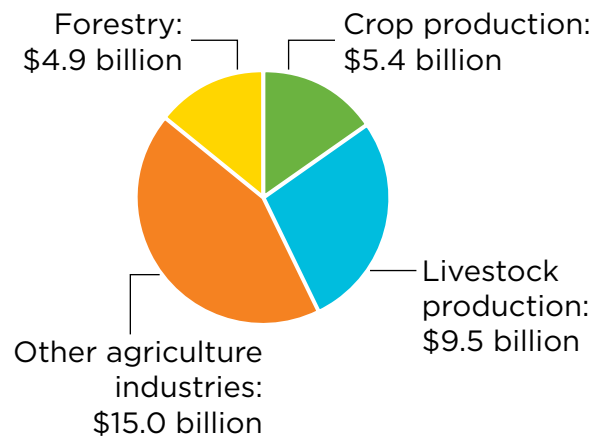
Missouri Department of Agriculture, 2021



\$34.9 BILLION

IN VALUE ADDED

Missouri Department of Agriculture, 2021



BUSINESS CLIMATE

2ND LOWEST

**COST OF DOING BUSINESS,
INCLUDING REAL ESTATE**

CNBC, 2023

\$23.61

**AVERAGE MARKET RENT PER SQ. FT.
FOR OFFICE SPACE**

Costar, 2024

3RD BEST

UNEMPLOYMENT INSURANCE TAX INDEX

Tax Foundation, 2024

1,400

OFFICE SPACES OF 3,000+ SQ. FT.

Available for lease or purchase

LocationOne, 2024

3RD BEST

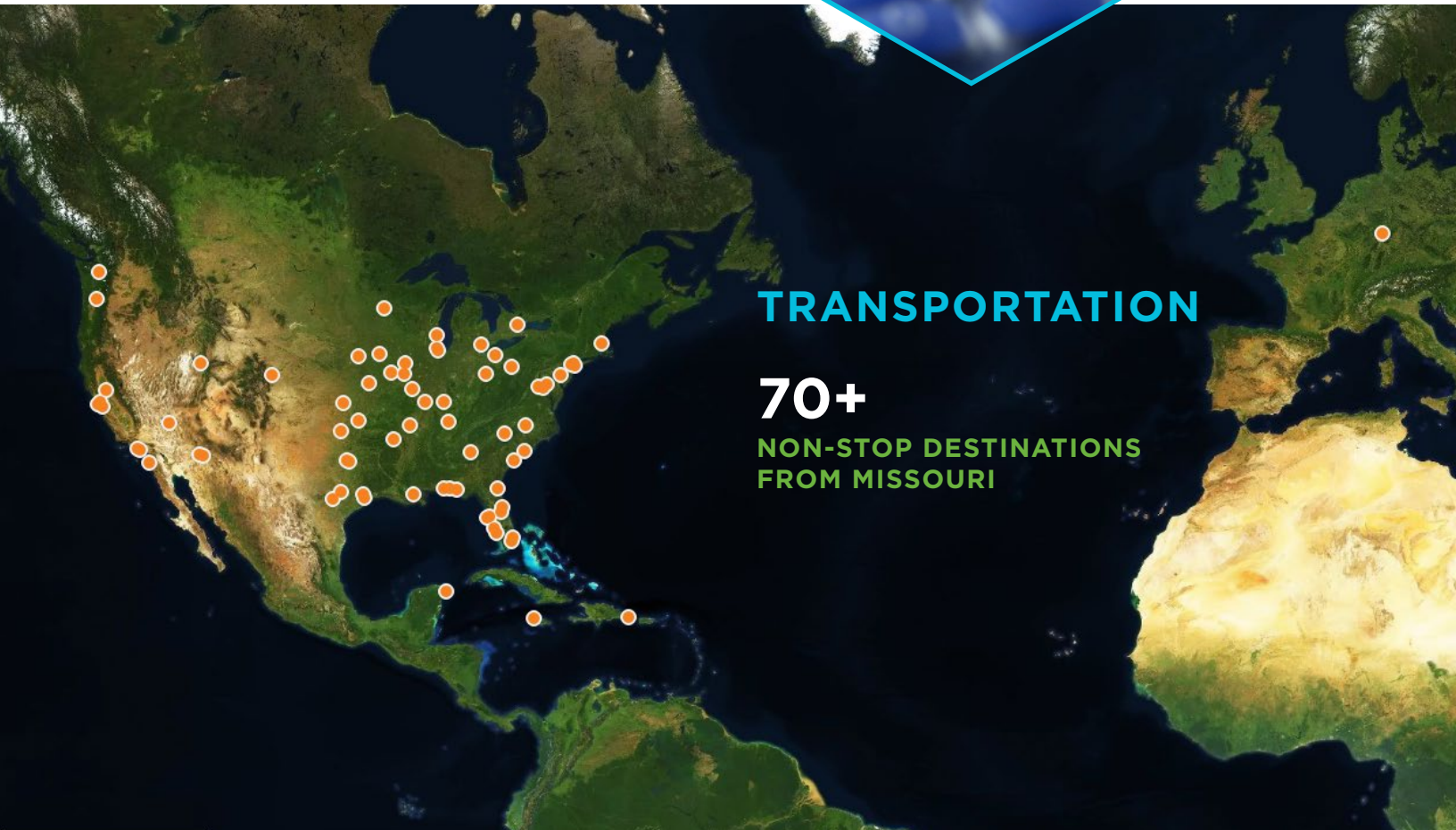
CORPORATE INCOME TAX INDEX

Tax Foundation, 2024

9TH BEST

PROPERTY TAX INDEX

Tax Foundation, 2024



TRANSPORTATION

70+

**NON-STOP DESTINATIONS
FROM MISSOURI**

INCENTIVES

Companies can expect a creative, customized, and competitive incentive package, as well as the necessary support to help them succeed.

MISSOURI WORKS: Missouri Works is an economic development program designed to support companies considering Missouri as a place to locate and/or grow their business. The program offers a mix of automatic and discretionary benefits in the form of 100% retention of state withholding tax, and/or refundable, transferable, sellable tax credits for qualified companies that choose Missouri as a place to invest and create jobs.

MISSOURI ONE START: Missouri One Start is the state's premier workforce recruitment and training division. It helps eligible businesses of all sizes stay competitive by providing customized recruitment assistance and resources to train and upskill new and existing employees. Its recruitment strategies and training programs are tailored to the specific workforce needs of the businesses it serves, and training can take place on the job, at a company facility, or in a training center, depending on company needs. Qualified companies may also be eligible to receive relocation reimbursement for full-time employees relocating to Missouri for a new job.

SALES TAX EXEMPTIONS: Machinery, equipment, and energy directly used to manufacture a product ultimately intended for sale is exempt from state and local sales and use tax. Manufacturers' inventories (raw materials, goods in process and finished goods) are not taxed in Missouri.

MISSOURI BUILD PROGRAM: Major projects that meet certain investment and job creation requirements may receive assistance through the Missouri BUILD (Business Use Incentive for Large-scale Development) program. BUILD is a selective and competitive program reserved for use with large projects that bring significant investment and jobs that benefit the community and state economies. The program uses bond financing for public or private infrastructure or new capital improvements of the business at the project location. Companies in the BUILD program realize the benefit of the program through refundable state tax credits issued to the company that are equal to the amount of annual debt service payments on the bonds, over a period of 10 to 15 years.

CHAPTER 100 PROGRAM: Chapter 100 authorizes cities and counties to issue industrial development bonds to finance a wide variety of commercial facilities and equipment, and to offer real and/or personal property tax abatement, sales tax exemption on construction materials and/or sales tax exemption on tangible personal property. The terms and abatement percentages are typically determined at the local level.

R&D TAX CREDIT: This tax credit program allows a 15 percent income tax credit for additional qualifying research expenses or a 20 percent income tax credit for qualifying expenses related to research conducted in conjunction with a public or private college or university located in Missouri. The program has a credit cap of \$10 million annually with no single taxpayer allowed to receive more than \$300,000 in credits per year. Of the \$10 million cap, \$5 million is reserved for minority and women business enterprises and small businesses. New businesses, defined as a business less than five years old, are issued full tax credits first.

LIVING IN MISSOURI



6TH LOWEST
COST OF LIVING
C2ER, 2023



5

PROFESSIONAL SPORTS TEAMS

2023 and 2024 NFL Super Bowl Champion Kansas City Chiefs, World Championship MLB teams the Kansas City Royals and St. Louis Cardinals, the NHL's St. Louis Blues, and the MLS' St. Louis City SC

320+

WINERIES, BREWERIES, AND DISTILLERIES

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

23.7 MIN.

AVERAGE COMMUTE TIME IN MISSOURI

2022 American Community Survey, 1-year estimates



10 MILLION

ANNUAL VISITORS TO BRANSON

The "Live Music Capital of the World"



1,100+

MILES OF LAKE COASTLINE

Including the nationally recognized Lake of the Ozarks

93

STATE PARKS AND HISTORIC SITES

Covering nearly 160,000 acres

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 Hawthorn Foundation, the Missouri Department of Economic Development, the State of Missouri, Missouri Farmers Care, and economic development agencies across the state.

MISSOURI
PARTNERSHIP®

www.missouripartnership.com
314-725-0949