Joplin Area Chamber of Commerce / MOKAN
Economic Development Quarterly Update
October 2023

BUSINESS ATTRACTION

6 RFI's received
*1 submitted within city of Joplin

- Gator – 400 acre site – automotive industry – ?? jobs
- Cellulose – 20,000 sq ft existing building – food manufacturer - 20 to 50 jobs
- Margarita – 50 acre site – data center - 35 to 50 jobs
- ***Liberty – 50 acre site - biomedical research facility – 186 jobs**
    - **Submitted 55 acre site at Crossroads July 21**
- Regulus – 180,000 sq ft existing building - solar module manuf – 220 jobs
- Razorback – 200 acre site - data center - ?? jobs

ATTRACTION TRIPS

I-70 Series: August 11 – Kansas City MO

Host: Missouri Partnership

Purpose of event: To engage Missouri communities with KC area site selectors and real estate developers to connect and develop relationships.

Event Summary: There were nine (9) site selectors/real estate developers in attendance at the request of the Missouri Partnership. The firms of Burns & McDonell, Deloitte, Stinson LLP, and Hunt Midwest were represented.

One Big Takeaway: Most of those in attendance were from the KC area and are well aware of what Missouri has to offer. It did give MOKAN a chance to discuss and share what SWMO has to offer when it comes to available sites and workforce.

Attendees at the event:

- Ora Reynolds – Hunt Midwest
- Kerri Church – CBIZ MHM, LLC
- Bryan Allen – Burns & McDonnell
- Ben Asnicar – Burns & McDonnell
- Jason Meyers – Burns & McDonnell
- Garrett Nielson - CBIZ MHM
- Sydney Henry – Deloitte
- Jordan Kiehl – Deloitte
- David Frantze – Stinson LLP

Site Selector Mission Trip: September 25-29 - Pittsburgh, PA/Cleveland, OH

Hosted by the Missouri Partnership, the purpose of this event is to introduce local economic developers to site selection consultants in leading markets. A group of 3 local economic developers from Joplin/MOKAN, KCADC, and Columbia Missouri participated in the mission. The delegation participated in 11 meetings and met with 20 different site selection consultants from both areas.

Meetings and Attendees:

Pittsburgh, PA

- KPMG – Leah Scott, Site Selection Manager/Sarah Vosler, Tax Manager.
- Lee & Associates – Amy Broadhurst, President/Caroline Muse, Senior Associate
- EY – Ziya Hajiyev/Senior Manager Tax Services
- Ryan – Michael Falleroni, President/Megan McNulty, Mgr Site Selection/business incentives.

Cleveland, OH

- BLS (Biggins, Lacy, & Shapiro) – Michelle Comerford/Project Director
- Austin – Brandon Talbert/Managing Director, Mike Ferguson/Sr. Site Selection Consultant, Jonathan Gemmen/Sr. Director, Kylee Garretson/Site Location Consultant.
- Meegan Spicer of Duff & Phelps
- Jason Hamman – Hamman Consulting
- Dennis McAndrews – Silverlode Consulting
- Allergro (Real Estate Brokers & Advisors – this was a “cold call”). We met with Michael Cantor/President, Russell Lamb/Principal, Alan Arancibia/Senior Associate, Isaiah Griffin, Associate.
- Steve Weitzner of PM&P – Senior VP of Site Selection.

KC Chiefs vs New York Jets Football Game: October 1 - New York City, New York

Hosted by the Missouri Partnership, the purpose of the event is to bring local economic developers to a national market and engage with site selectors, real estate brokers, and the like to showcase Missouri and our individual communities.

There were 17 different site selection, real estate professionals in attendance from several firms. The event provided a casual environment for the local community reps to visit with the consultants during the course of the evening and introduce them to our region.

Event Attendees:

- Brian Corde - Atlas Insight
- Luis Pagan - EY
- Dan Breen - JLL
- Joseph Gioino - Newmarm
- Amber Fu - Deloitte
- Colm Ralph - Savills
- Keith Masback - Plum Run
- Julia Heriford - Savills
- Will Joumas - Savills
- Paolo Jimenez - EY
- Neil Pascual - EY
- Alan Reeves - Newmark
- Ryan Damico - Deloitte
- George Tobjy - Maxis Advisors
- Greg Sweeney - LCR Capital
- Matthew Becker - Savills
- Ryan Remington - Savills

Site Selection Consultant Mission Trip: October 2-3 New York City – New Jersey

Also hosted by the Missouri Partnership, the purpose of the event is to introduce local economic development reps to site selection consultants who work and guide new industrial projects. A group of 3 local economic development professionals from Joplin/MOKAN, the City of Harrisonville, and Liberty Missouri participated in the mission. The delegation participated in 6 meetings and met with 8 different site selection consultants from both locations.

Meetings and Attendees:

- Alan Reeves, Senior Managing Director with Newmark. (NYC)
- Dan Breem, Managing Director with JLL. (New Jersey)
- George Tobjy, Managing Director with Maxis Advisors. (New Jersey)
- Colm Ralph, Senior Managing Director with Savills. (NYC)
- Paolo Jimenez, Financial Services Manager with EY. (NYC)
- Brian Corde, Managing Partner with Atlas Insight. (New Jersey)
    - Brian's firm worked directly with General Mills on the financing for their expansion in Joplin.

EXPANSION & RETENTION

BRE Visits = 25

We began an aggressive existing business check-in campaign since the previous report. I have attended several of these meeting but the majority have been carried out by Todd Ellis. To help fill a void as we work on next steps for replacing Amy Kauffman, former Workforce Development Director, we have contracted Todd to perform these BRE visits. He is approximately 80 to 90% through his target list and we will have a summary of these visits at the next update.

Businesses met with:

- Ajinomoto
- Red Collar
- PepsiCo
- PMI Inc
- Lowe's Dist Ctr
- Arc of the Ozarks
- Don's Cold Storage
- Aesir Technologies
- BBB Solutions
- Cummins Sales & Service
- EaglePicher
- DMT Trucking
- Schaeffler
- WestRock
- Amazon Dist Ctr
- Total Electronics Contracting
- Wholesale Electronic Supply
- Component Packaging
- Bruner Fabrication
- Heartland Pet Food
- Com Solutions
- Hogan Truck Rentals
- Hope Center
- PeopleLink
- Casey's Dist Ctr

EXPANSIONS

There were 3 announced expansions since the last quarterly update

- Boyd Metals - $9 million capital investment – 12 jobs (Governor attended announcement)
- Refresco - $37 million capital investment – 40 jobs
- General Mills - $47 million capital investment – 47 jobs

There are 3 “potential” expansion projects currently in the pipeline:

- Sauce in a Box
- Sugar Cane
- Triple AAA

CROSSROADS BUSINESS PARK

- The JIDA has been meeting to discuss best paths forward for land expansion opportunities as we are beginning to see a decline in inventory

- A 25-acre tract was sold for the development of a warehousing facility
    - This was listed as “pending” in the previous report

MARKETING

We have contracted with a relocation and attraction firm called Livability that utilizes articles and blogs circulated via social media to direct traffic towards their website

where they promote partner communities as great places to live. We just entered into an agreement and we will be excited to share with you the campaigns and their results moving forward. You can learn more at www.livability.com

Choose Joplin Website

- Visits to page
    - Q1 = 1,379
    - Q2 = 1,672
- Origin of Visits
    - 44% direct entry
    - 33% social media link
    - 15% search result
    - 4% link from email or another website
    - 1% paid digital ad

TECONOMY STRATEGIC PLAN

- The TEConomy team was in Joplin September 19 and 20 to give a presentation of their draft. They are currently gathering feedback from the steering committee and plan to make a return trip to Joplin in the next couple of months to present their final strategic plan to City Council.

MISCELLANEOUS

- Travis and Jake attended the Hawthorn Foundation Q3 Board Meeting July 28 in St. Joseph. We heard a presentation from new Acting Director of MO Dept of Economic Development, Michelle Hattaway, along with updates from Hawthorn regarding projects, initiatives and progress reports happening state-wide.

- Travis and Jake attended the annual Governor's Conference on Economic Development in early September. Session topics included:
    - The state's econ dev strategy
    - Workforce Housing
    - AI & Machine Learning Insights
    - Building a Ready Workforce Tomorrow
    - Childcare Improvement in MO
    - Gary Pinkel gave a keynote presentation on the topic of leadership

- Travis had the opportunity to attend the Association of Chamber of Commerce Executives annual conference held in Salt Lake City in early August. Session topics related to economic development included:
    - A Home-Grown Talent Pipeline

- Data-Driven Workforce and Economic Growth Strategies
- Talent Attraction in a Digital Age
- Addressing Barriers to Workforce Participation
- Innovative Ideas for Talent Development
- Competing for Quality Talent
- Chamber CEO Peer Group Discussions
- Creating Attractive Communities
- Visions of the Future for Chambers & Communities

Erin Slifka, the Chamber's Marketing Director also attended and participated in many session topics around marketing your community and talent attraction.

- The Chamber remains in talks with Crowder College to purchase the Advanced Training & Technology Center (ATTC) that is located immediately to the east of the Chamber office. Crowder College has been a tenant of the building occupying nearly 80% of the space for the past 5 years.