

Chamber/MOKAN Economic Development Update

Quarter 1, 2023

BUSINESS ATTRACTION

8 RFI's received

1 RFI submitted on behalf of city of Joplin

2 RFI's submitted for MOKAN region

Project Ireland

- RFI submitted February 21
- Manufacturing company / 150 jobs
- 30-50 acre site needed
- Wildwood Ranch was submitted as a potential site

Project Maize

- Submitted by Neosho
- Project won by Neosho
- Animal feed production / 5-10 jobs
- Approximate 30,000 sq ft existing building required
- Existing rail required

Previously reported – still active:

Project Spoonman

- RFI submitted in early fall to the Missouri Partnership.
- On site visit from site selection consultants took place in October
- Food manufacturer / 300+ jobs
- 55-acre site at Crossroads under consideration

Project Tuxedo

- On December 16 additional information was requested
- and again on January 6
- Virtual site visit took place in November
- Snack food production facility and distribution center
- 270 jobs with potential 870,000 sq ft building footprint
- 120-160 of developable acre site at Wildwood under consideration

ATTRACTION TRIPS

Economic Issues Summit. Jefferson City, Feb 6-8

- Put on by the MO Economic Development Council
- Presentation on Rail Infrastructure Tax Credit
 - Proposed legislation at the state that would mirror incentive plans and tax credit programs already in place in KS and OK
- Quite a bit of coverage on Childcare and potential solutions to challenges from the state level

Foreign Direct Investment Luncheon, Chicago, April 12

- Reps from 21 countries will be in attendance
- Between 35-40% of projects that come to MO are from foreign companies
- This is in conjunction with the Hawthorn Foundation (Missouri Partnership)
- We are 1 of 3 Missouri communities participating and will give a 3-5 minute presentation to the attendees

Site Selection Consultant Mission Trip, Chicago, April 13-14

- Joint operation with the Missouri Partnership (Hawthorn Foundation)
- Scheduled to meet with 6 different site selection consultant firms

Insight Missouri. St. Louis, April 26-28

- This is a premier event offered by the MO Eco Devo Council and the Hawthorn Foundation
- Site selectors from across the US will be in attendance sharing insight, trends and other topics
- MOKAN is a sponsor which allows for “additional” access to participating consultants

EXPANSION & RETENTION

Business Retention & Expansion visits = 21

There are 3 local companies currently working through incentive applications with state for planned expansions

7 Joplin companies are in various stages of expansion

15 companies are currently receiving some type of training through Crowder College using the Missouri One Start program

International Trade Seminar planned for April 20 in Joplin

- Event will be hosted at the Chamber of Commerce from 11AM to 1PM

- Partnering entities include:
 - MO Dept of Economic Development – Int'l Trade & Investment Office
 - Small Business Development Center (at MSSU)
 - U.S. Commercial Service
 - Mid-America TAAC
- The purpose of event is to highlight the resources available to assist with international exporting so that more local companies are aware of opportunities to expand their business
- The seminar is mainly targeted to manufacturers and retailers, or any business interested in learning more about international trade

WORKFORCE

A Workforce Summit in Joplin has been planned for June 23rd

- This half-day workshop is for educators, human resource professionals and the business community
- The event will provide a brief overview of the state of the workforce and participants will hear from a variety of workforce development resources such as ACT WorkReady, the Manufacturing Council and adult learning networks

Childcare Task Force

- A workforce grant to train and certify 30 Child Development Associates (CDA) in 2023 to assist childcare provider staffing shortages
- A possible site has been identified to increase childcare provider capacity within the Crossroads Industrial Park to help remove barriers job seekers face in obtaining employment
- The Task Force is developing a website and social media channels to increase attention to the childcare crisis and to provide a network of resources for childcare providers and the business community

ENTREPRENEURSHIP

Heartland Together

- Joplin has been 1 of 4 communities selected for a pilot program, Heartland Together, to help strengthen the entrepreneurial and start-up ecosystem in local communities

- 1 community in each of the 4 states was selected (MO, KS, NE & IA)
- This is a joint program being executed via the Kansas Leadership Center and the Kauffman Foundation
- This program represents a \$100,000+ investment and comes at no cost to our community
- The program will commence in late 2023 or early 2024

CROSSROADS BUSINESS PARK

ARPA grant application was submitted for the expansion of Crossroads Business Park.

- We expect to hear from the state regarding application results sometime in April

JIDA completed sale of 11.2 acres at Crossroads Business Park on April 6th.

- Purpose is for a truck washing station
- Price per acre = approximately \$53,000.00

Road Ranger Travel Plaza and a warehouse facility are currently under construction

MISCELLANEOUS

On the heels of the much appreciated Wal Street Journal article (2/13/23), which ranked Joplin as the **#2 best community for remote workers**, we quickly secured billboard space along I-44 highlighting this recognition. The billboard is located just east of exit 3 and is visible to eastbound travelers. We anticipate relocating the billboard to face westbound traffic after a few months. In addition to the billboard we have also incorporated the recognition into our digital ad campaign strategy.

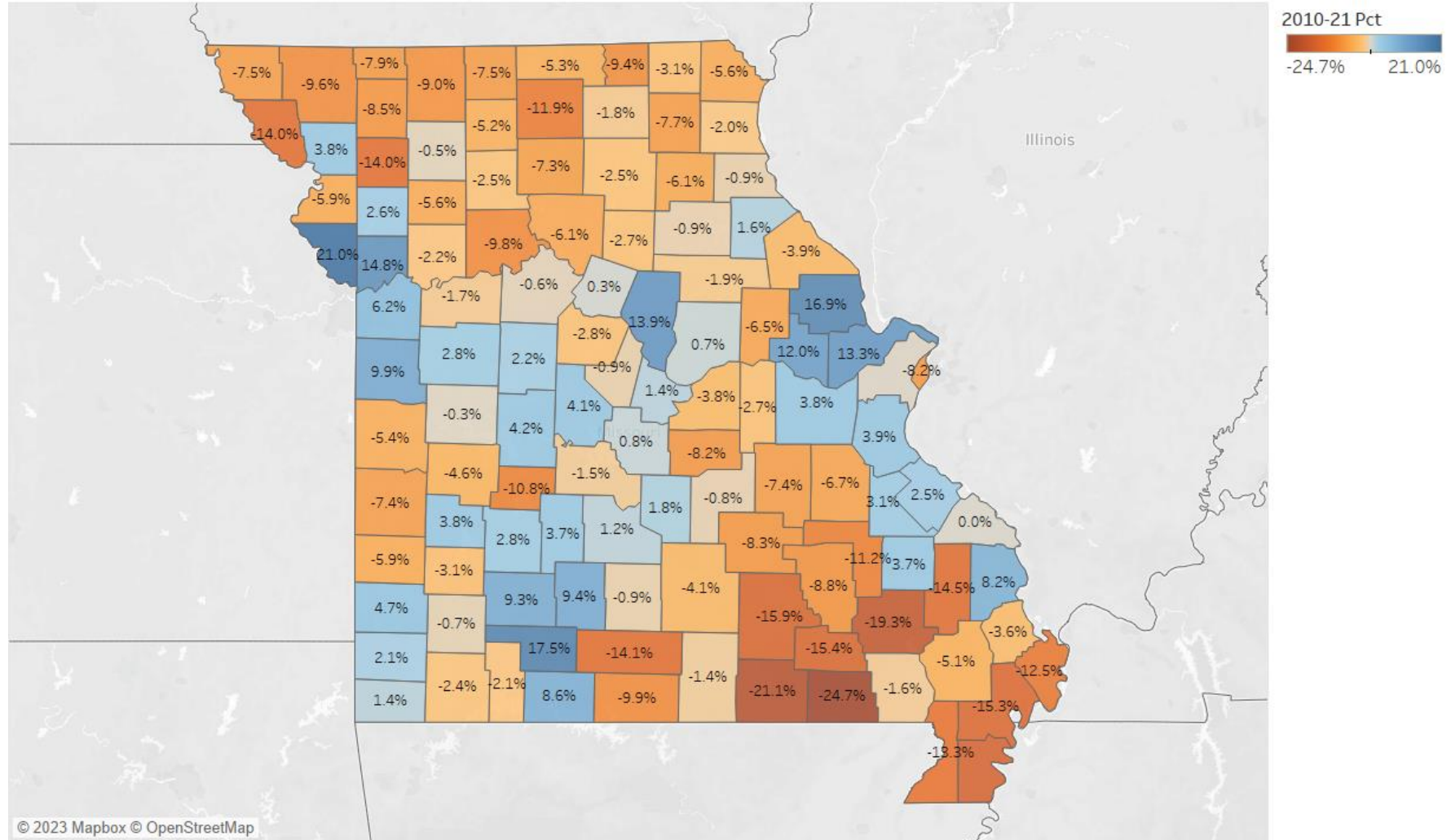
There was a meeting in Pittsburg on February 21st, with a contingent of Joplin leaders and their respective counterparts in Pittsburg to discuss regionalism. This was an opportunity for both communities to come together, learn about each communities objectives and active projects for community enhancement and explore potential collaboration opportunities moving forward. We expect this to be the first of several continuous meetings.

In attendance:

- Nick Edwards – Joplin City Manager
- Doug Lawson – Joplin Mayor
- Christina Williams – Joplin City Council Member
- Travis Stephens – JACC President
- Jake Heisten – Director of MOKAN Partnership
- Dr. Dean Van Galen – MSSU President
- Dr. Brad Hodson – MSSU VP of Advancement
- Dr. Lisa Toms – MSSU Provost
- Dr. Kerry Sachetta – Joplin Schools Superintendent
- David Weaver – Joplin School District Board Member

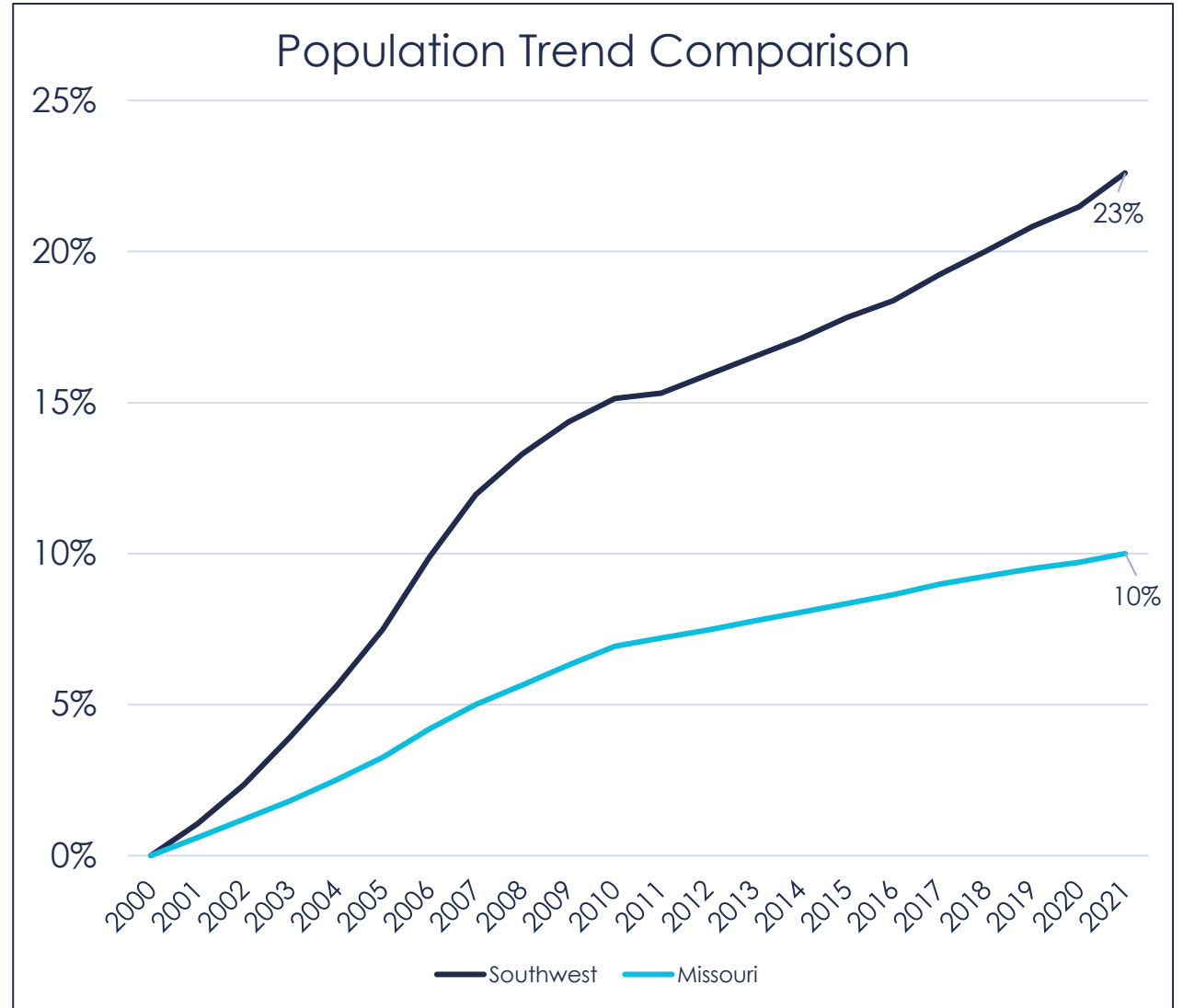
Population Change 2010-2021

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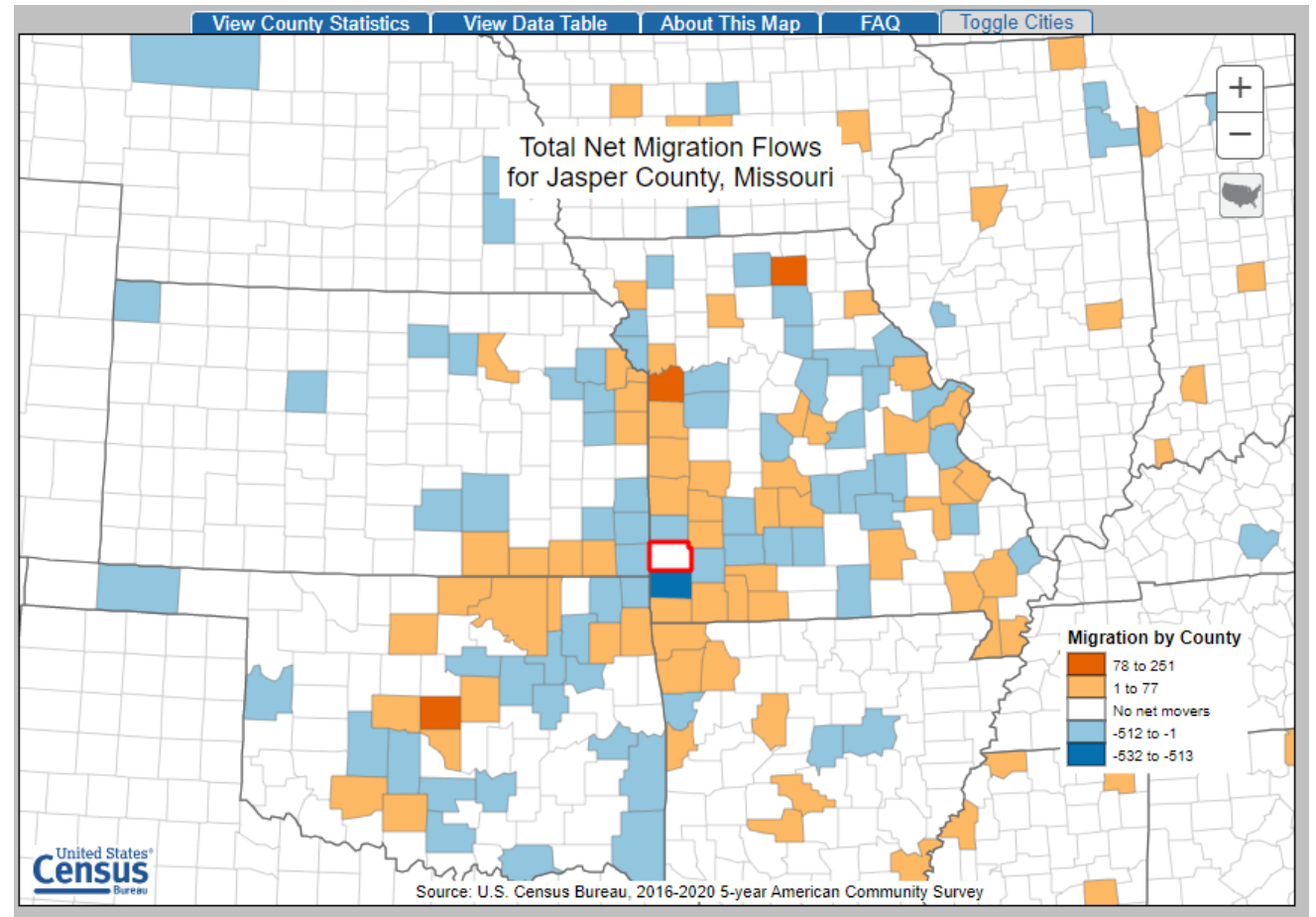
The Southwest Region is far outpacing the state in population growth.

The Southwest Region's population has grown 23% since 2000, far outpacing Missouri's 10% rate.

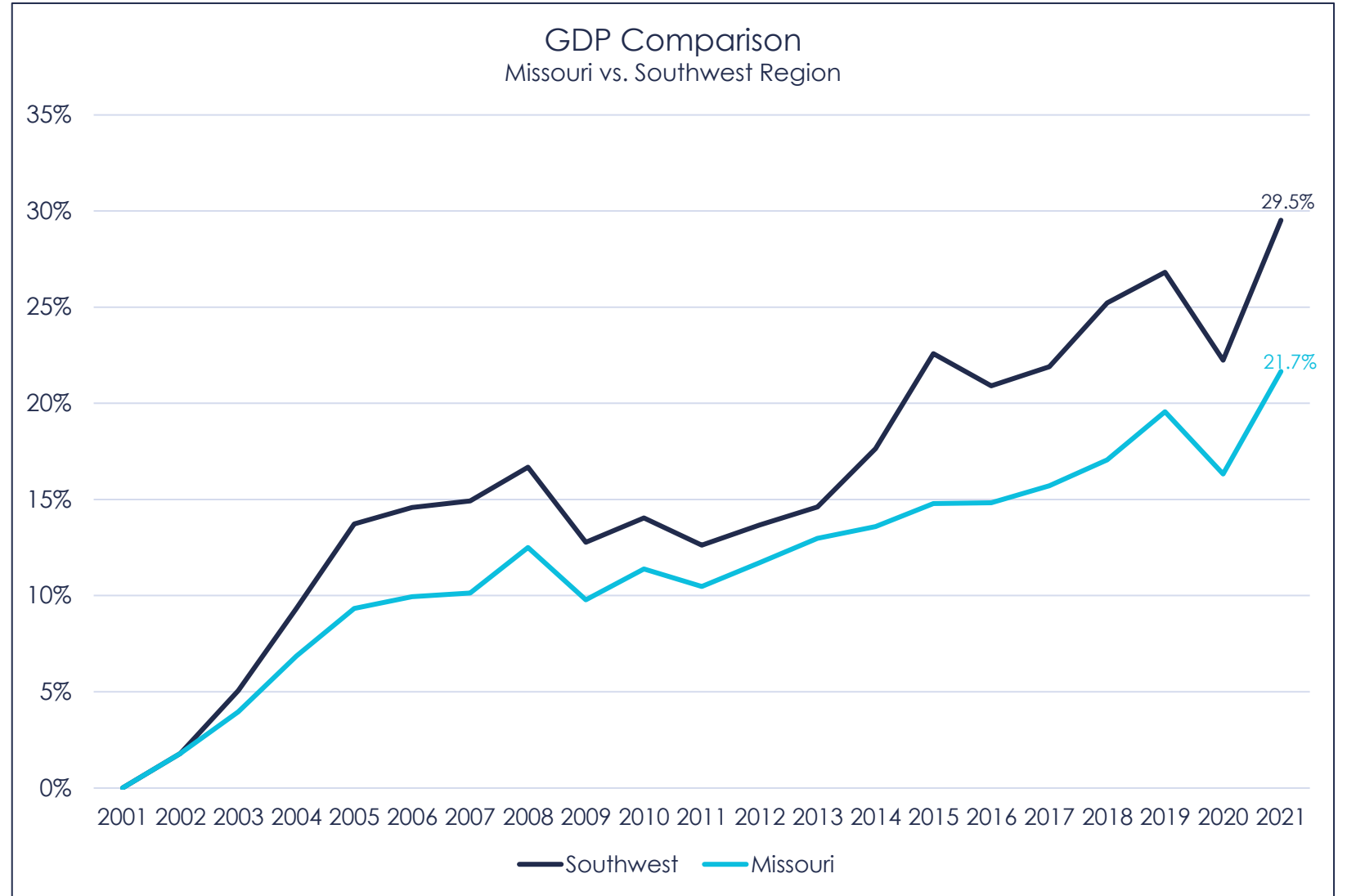


Jasper County: Net Migration Flows 2016-20

- Jasper County draws from Jackson County

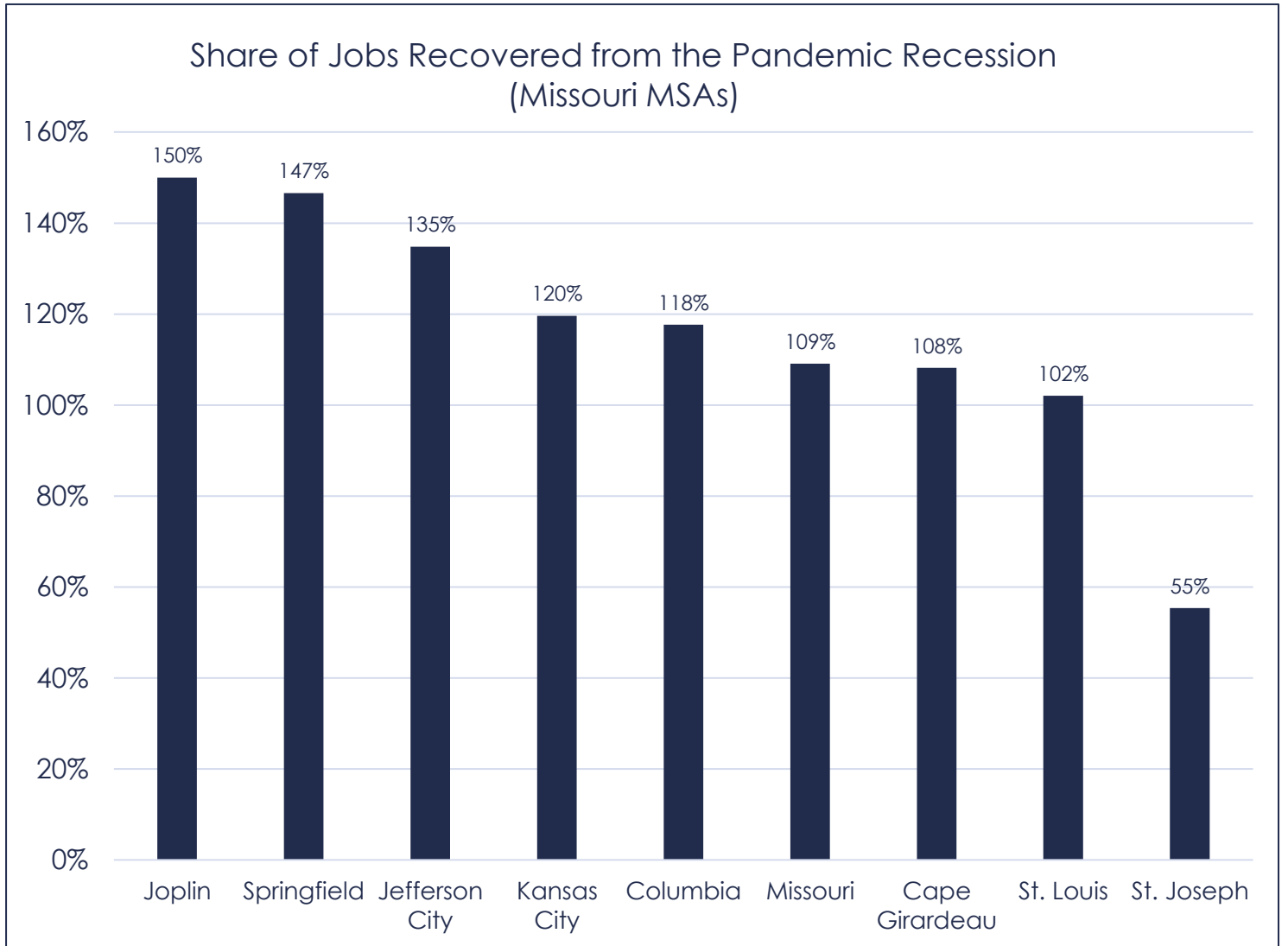


**The Southwest
Regional economy
has outpaced
Missouri's**



Springfield and Joplin proved resilient during the pandemic.

- Joplin and Springfield were the first Missouri metros to recover the jobs they lost during the pandemic shut-down.

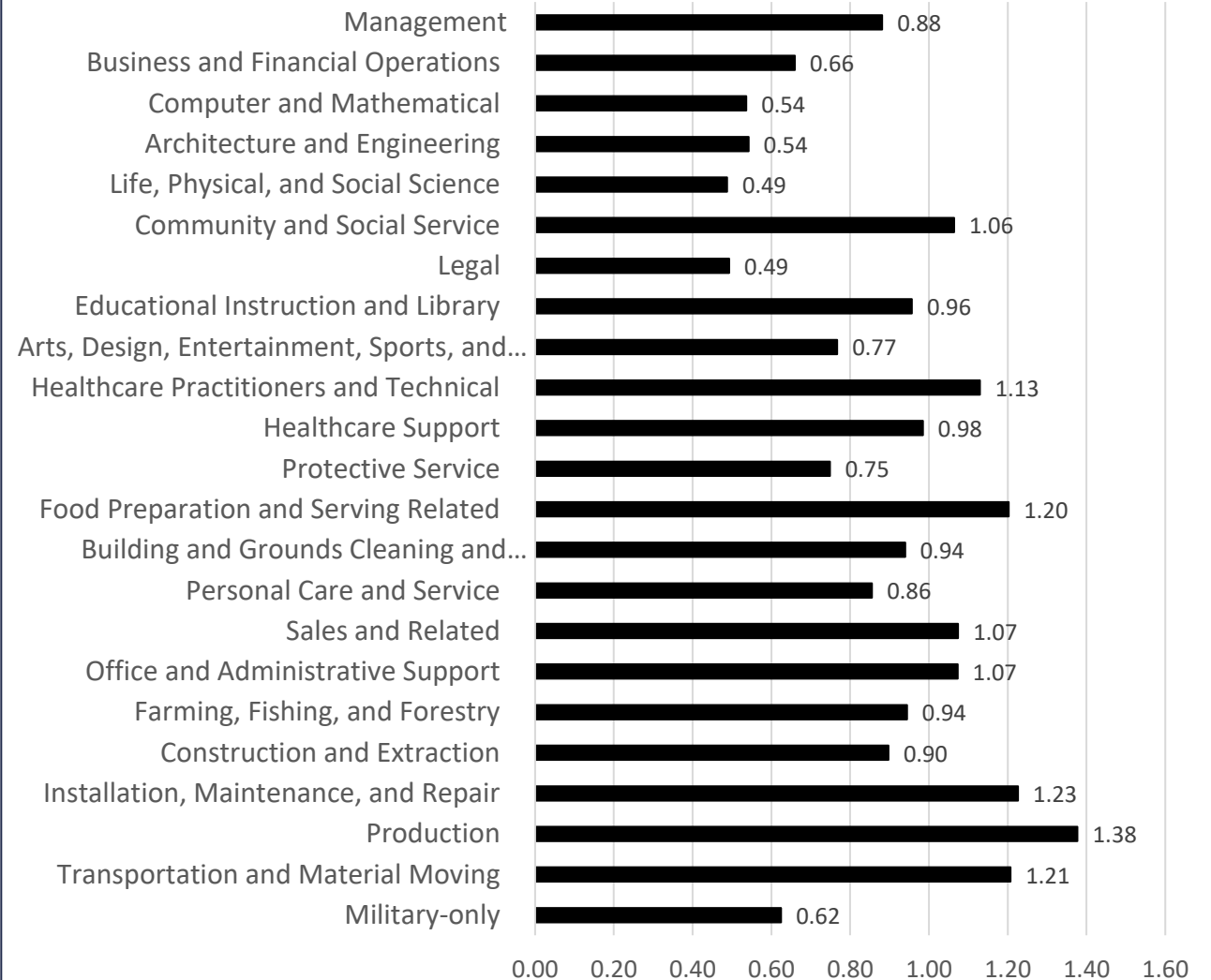


Employment by Occupation Specialization (Location Quotient)

The largest occupation specialization groups are

- Production (manufacturing)
- Installation, Maintenance, and Repair
- Transportation and Warehousing

Employment by Occupation Location Quotient - Southwest



Looking Ahead

Industry Strengths

- Manufacturing Base
 - Since 2010 Manufacturing employment...
 - U.S. 10%
 - Missouri up 15%
 - SW Region up 18%.
- Transportation and Logistics
 - Since 2010 U.S. Transportation/Warehousing Employment...
 - U.S. 62%
 - Missouri 40% with a location quotient of .94
 - SW Region 44% with a location quotient of 1.38

Looking ahead

Opportunities

- Professional, Scientific and Technical Services
 - Nationally added 3.4 million jobs since 2010 (behind only health care).
 - Growing in SW as well (up 72% since 2010), but from a small base. LQ of .48

Description	2010 Jobs	2023 Jobs	2010 - 2023 Change
Computer Systems Design and Related Services	588	2,475	1,887
Management, Scientific, and Technical Consulting Services	501	1,761	1,259
Other Professional, Scientific, and Technical Services	1,246	2,193	947
Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1,554	2,113	559
Architectural, Engineering, and Related Services	1,311	1,824	513
Legal Services	1,855	2,084	229
Scientific Research and Development Services	148	339	191
Specialized Design Services	111	247	136
Advertising, Public Relations, and Related Services	562	497	-66
Professional, Scientific and Technical Svcs. Total	7,875	13,531	5,655