Fiscal Year 2020

Report to the General Assembly
July 1, 2019 - December 31, 2019

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both "statutory" and "discretionary" components to the program (see: **Missouri Works Summary**).

Missouri Works is a "performance-based" incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company's benefit period. In addition, each company that participates in the program must execute an agreement with DED to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, the Department of Economic Development is required to report on the following each quarter to the General Assembly:

1. *A list of all approved and disapproved applicants for each tax credit* ***(****see:* ***Missouri Works Report for Legislators Total Authorized****);*

2. *A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized* ***(****see:* ***Missouri Works Report for Legislators Total Authorized)****;*

3. *A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized* ***(****see:* ***Missouri Works Report for Legislators Total Authorized)****;*

4. *Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included* ***(****see:* ***Missouri Works Report for Legislators Total Authorized and Missouri Works Report for Legislators Total Closed)****; and*

5. *The Department's response time for each request for a proposed benefit award under this program* ***(****see:* ***Proposal Assignment Tracking)****.*

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.
Deal Closing Fund	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
Retention Works- Auto Manufacturing (Discretionary)	N/A	$500,000,000 within 3 Years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
Qualified Military Projects	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 Years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.

Missouri Works Report for Legislators *Total Authorized From 7/01/2019 To 12/31/2019*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP[1] in $
Missouri Works - Mega 120 Works									
EMPIRE COMFORT SYSTEMS	Approved	Statutory		$835,567.00	$755,989.00	140	$10,710,000.00		
VETERANS UNITED HOME LOANS (MORTGAGE RESEARCH CENTER - COMO)	Approved	Statutory		$3,932,952.00	$6,696,648.00	550	$14,146,975.00		
Total Mega 120 Works				**$4,768,519.00**	**$7,452,637.00**	**690**	**$24,856,975.00**		
Missouri Works - Mega 140 Works									
EQUIPMENTSHARE.COM INC.	Approved	Statutory		$1,754,359.00	$1,836,434.00	150	$0.00		
Total Mega 140 Works				**$1,754,359.00**	**$1,836,434.00**	**150**			
Missouri Works - Retention Works									
SCHAEFFLER GROUP USA, INC. (FAG BEARING)	Approved	Discretionary	288	$0.00	$1,254,499.00		$40,100,000.00	2.69	$583,246,000.00
BRIGGS & STRATTON CORPORATION	Approved	Discretionary	519	$0.00	$1,522,934.00		$15,000,000.00	3.7	$1,299,010,970.00
ENERGIZER HOLDINGS, INC.	Approved	Statutory	397	$0.00	$1,130,325.00		$14,900,000.00		
Total Retention Works			**1204**	**$0.00**	**$3,907,758.00**		**$70,000,000.00**	**Avg: 3.20**	**$1,882,256,970.00**
Missouri Works - Rural Works									
MISSOURI OZ, LLC	Approved	Statutory		$0.00	$85,030.00	9	$2,005,850.00		
VALUEMAX AGRI-PRO LLC	Approved	Statutory		$0.00	$89,612.00	25	$745,000.00		
MOCAP LLC	Approved	Statutory		$0.00	$75,831.00	13	$448,000.00		
Total Rural Works				**$0.00**	**$250,473.00**	**47**	**$3,198,850.00**		
Missouri Works - Statewide Works									
BD HEALTH VENTURES, LLC	Approved	Statutory		$0.00	$289,150.00	100	$6,000,000.00		
HARBISONWALKER INTERNATIONAL, INC.	Approved	Statutory		$0.00	$310,375.00	44	$10,345,841.00		
JRN DESIGNS, LLC	Approved	Statutory		$0.00	$504,039.00	71	$0.00		
PATHWAYS HEALTH AND COMMUNITY SUPPORT, LLC	Approved	Statutory		$0.00	$99,640.00	10	$350,000.00		
RAU CONSTRUCTION COMPANY	Approved	Statutory		$0.00	$458,325.00	36	$700,000.00		
SAVION, LLC	Approved	Statutory		$0.00	$854,715.00	44	$1,502,000.00		
AUTOMATIC SYSTEMS, INC.	Approved	Statutory		$0.00	$1,529,721.00	90	$4,500,000.00		

Note:
1 GSP = Gross State Product

Missouri Works Report for Legislators *Total Authorized From 7/01/2019 To 12/31/2019*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP[1] in $
SCHREIBER FOODS, INC.	Approved	Statutory		$0.00	$231,717.00	23	$2,200,000.00		
NIAGARA BOTTLING, LLC	Approved	Statutory		$0.00	$420,042.00	49	$68,000,000.00		
TTG, INC.	Approved	Statutory		$0.00	$155,775.00	20	$7,250,000.00		
MARK ANDY, INC.	Approved	Statutory		$0.00	$120,787.00	10	$0.00		
BRIGGS & STRATTON CORPORATION	Approved	Discretionary		$1,071,644.00	$1,527,093.00	245	$15,000,000.00	3.7	$1,299,010,970.00
ORANGE EV, LLC.	Approved	Statutory		$0.00	$267,112.00	92	$5,985,200.00		
ENERGIZER HOLDINGS, INC.	Approved	Discretionary		$685,583.00	$1,196,343.00	137	$14,900,000.00	8.94	$796,357,000.00
BACKLOTCARS, INC.	Approved	Statutory		$0.00	$745,833.00	86	$1,951,790.00		
GATEWAY BOBCAT LLC	Approved	Statutory		$0.00	$1,615,116.00	200	$500,000.00		
ROS TECHNOLOGY SERVICES, INC.	Approved	Statutory		$0.00	$463,374.00	50	$3,388,000.00		
VETERANS UNITED HOME LOANS (MORTGAGE RESEARCH CENTER - STL)	Approved	Discretionary		$293,550.00	$1,109,620.00	80	$1,947,500.00	5.04	$889,808,000.00
SIMPLIFYY, LLC	Approved	Statutory		$0.00	$406,607.00	71	$4,137,000.00		
BURNS & MCDONNELL, INC.	Approved	Statutory		$0.00	$1,485,152.00	120	$9,950,004.00		
AI SOFTWARE, LLC	Approved	Statutory		$0.00	$163,559.00	10	$150,000.00		
NEOCOVA CORPORATION	Approved	Statutory		$0.00	$571,407.00	55	$250,000.00		
OASIS DIGITAL SOLUTIONS, INC.	Approved	Statutory		$0.00	$160,548.00	10	$0.00		
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	Approved	Statutory		$0.00	$205,113.00	10	$1,700,000.00		
ALIGHT ANALYTICS	Approved	Statutory		$0.00	$1,661,734.00	100	$0.00		
O'REILLY AUTOMOTIVE, INC.	Approved	Discretionary		$195,216.00	$390,432.00	45	$1,907,000.00	5	$867,676,000.00
MEDICAL TRANSPORTATION MANAGEMENT, INC.	Approved	Statutory		$0.00	$150,027.00	15	$200,000.00		
Total Statewide Works				**$2,245,993.00**	**$17,093,356.00**	**1823**	**$162,814,335.00**	**Avg: 5.67**	**$3,852,851,970.00**
Missouri Works - Zone Works									
BHM BANNISTER, LLC	Approved	Statutory		$0.00	$18,051.00	2	$100,000.00		
ECLIPSE PETFOOD KITCHENS, LLC	Approved	Statutory		$0.00	$245,470.00	45	$35,000,000.00		
HEALTHY BYTES, INC.	Approved	Statutory		$0.00	$268,240.00	23	$100,000.00		

Note:
1 GSP = Gross State Product

Missouri Works Report for Legislators *Total Authorized From 7/01/2019 To 12/31/2019*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP[1] in $
R/S ELECTRIC CORPORATION	Approved	Statutory		$0.00	$1,116,020.00	65	$1,500,000.00		
THE DIEZ GROUP KANSAS CITY, LLC	Approved	Statutory		$0.00	$239,827.00	40	$13,100,000.00		
TRIA HEALTH, LLC	Approved	Statutory		$0.00	$526,589.00	53	$2,973,307.00		
WESTERN'S SMOKEHOUSE & MEAT MARKET, LLC	Approved	Statutory		$0.00	$291,840.00	60	$3,000,000.00		
ASPEN PRODUCTS INC.	Approved	Statutory		$0.00	$1,753,097.00	400	$35,000,000.00		
SCHAEFFER MANUFACTURING COMPANY	Approved	Statutory		$0.00	$472,016.00	55	$15,600,000.00		
PRAXAIR, INC	Approved	Statutory		$0.00	$121,883.00	9	$14,000,000.00		
SWITZER INDUSTRIES, INC. DBA SHELTER WORKS	Approved	Statutory		$0.00	$89,396.00	11	$546,000.00		
GENERAL CABLE	Approved	Statutory		$0.00	$204,279.00	36	$7,025,000.00		
MAUSER USA, LLC	Approved	Statutory		$0.00	$147,136.00	37	$7,748,200.00		
COIN ACCEPTORS, INC.	Approved	Statutory		$0.00	$391,390.00	108	$1,450,000.00		
PARKS CABINET SHOP, INC.	Approved	Statutory		$0.00	$12,904.00	2	$1,900,000.00		
ARCHITECTURAL COMPONENTS GROUP, INC.	Approved	Statutory		$0.00	$224,001.00	109	$8,300,000.00		
KC FIXTURE & DISPLAY, INC. DBA KC STORE FIXTURES	Approved	Statutory		$0.00	$35,741.00	3	$270,000.00		
KNAPHEIDE TRUCK EQUIPMENT CO.	Approved	Statutory		$0.00	$70,931.00	10	$9,260,000.00		
UNIVERSITY GAMES CORPORATION	Approved	Statutory		$0.00	$51,295.00	9	$70,440,000.00		
OZARKS COCA-COLA/DR PEPPER BOTTLING COMPANY	Approved	Statutory		$0.00	$24,622.00	2	$21,000,000.00		
THE ROASTERIE INC.	Approved	Statutory		$0.00	$15,716.00	2	$2,079,400.00		
COASTAL GROUP, LLC	Approved	Statutory		$0.00	$394,735.00	35	$500,000.00		
BMS MANAGEMENT, INC.	Approved	Statutory		$0.00	$15,524.00	2	$14,000,000.00		
EPIGRAPH, LLC	Approved	Statutory		$0.00	$94,458.00	12	$378,000.00		
OMNISKOPE INC.	Approved	Statutory		$0.00	$274,325.00	28	$180,000.00		
SPARK CHANGE, LLC	Approved	Statutory		$0.00	$47,347.00	3	$500,000.00		
Total Zone Works				$0.00	$7,146,833.00	1161	$265,949,907.00		
Total Ending 07/01/2019 - 12/31/2019			1,204	$8,768,871.00	$37,687,491.00	3,871	$526,820,067.00	Avg: 4.84	$5,735,108,940.00

Missouri Works Report for Legislators *Total Closed from 7/01/2019 to 12/31/2019*

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized (Projected)	Total Benefits Issued (Actual)	New Jobs (Projected)
Missouri Works - Statewide Works							
SHICK SOLUTIONS, INC. FKA SHICK TUBE-VEYOR CORPORATION	Closed	Discretionary			$415,844.21	$78,040.34	33
VIRGIN MOBILE USA-EVOLUTION, LLC.	Closed	Statutory			$2,077,433.00	$150,239.00	84
BARKLEY HOLDING COMPANY, INC.	Closed	Discretionary			$354,464.50	$247,028.00	21
METER READINGS HOLDING, LLC	Closed	Statutory			$18,939.00	$14,353.00	31
Total Statewide Works					**$2,866,680.71**	**$489,660.34**	**169**
Missouri Works - Zone Works							
SKINNY IT CORP	Closed	Statutory			$365,703.50	$125,852.00	60
DIGITAL MONITORING PRODUCTS INC	Closed	Statutory			$498,060.73	$18,325.50	65
FENCEPOST PRODUCTIONS, INC.	Closed	Statutory			$29,010.00	$10,807.00	5
Total Zone Works					**$892,774.23**	**$154,984.50**	**130**
Total Ending 07/01/2019 - 12/31/2019					**$3,759,454.94**	**$644,644.84**	**299**

Four companies were disapproved/denied from the MO Works Program.

Note:
1 GSP = Gross State Product

New Jobs (Actual)	Projected Investment	Actual Investment	Net General Revenue Benefit Ratio (Projected)	Value-Added/ GSP in $ (Projected)	Net General Revenue Benefit Ratio (Actual)	Value-Added GSP in $ (Actual)
7	$7,902,876.00	$2,286,683.37	4.65	$209,045,000.00	3.53	$18,125,000.00
15	$0.00	$0.00				
0	$23,295,338.00	$2,318,214.00	2.13	$187,714,000.00	6.07	$72,939,000.00
29	$0.00	$0.00				
51	**$31,198,214.00**	**$4,604,897.37**	**Avg: 3.39**	**$396,759,000.00**	**Avg: 4.80**	**$91,064,000.00**
0	$940,000.00					
15	$150,000.00	$0.00				
7	$500,000.00	$684,000.00				
22	**$1,590,000.00**	**$684,000.00**				
73	**$32,788,214.00**	**$5,288,897.37**	**Avg: 3.39**	**$396,759,000.00**	**Avg: 4.80**	**$91,064,000.00**

Proposal Assignment Tracking

(July 1, 2019 – December 31, 2019)

Project ID[1]	# of Business Days from PIR[2] to RFP[3]	# of Business Days from RFP to Proposal[4]	# of Business Days from PIR to Response[5]
1906010	12	2	0
1907001	4	2	0
1907003	11	1	3
1907005	1	2	0
1907006	7	3	7
1907006	7	3	7
1907006	7	3	7
1907010	1	1	1
1907011	2	1	3
1908001	4	2	1
1908009	6	5	2
1908012	6	5	4
1908014	6	1	3
1908015	9	4	9
1909001	0	3	3
1909002	0	0	0
1909006	0	0	0
1909006	0	0	0
1910003	4	5	4
1910003	4	5	4
1910003	4	5	4
1910012	6	4	0
1910014	2	3	1
1910014	2	3	1
1808004	0	8	8
1910017	7	2	0
1910007	15	5	20
1910018	2	2	4
1910019	3	23	2
1911009	21	2	23
1911011	4	6	2
1912004	2	7	0
1912004	2	7	0
1912004	2	7	0
1912006	1	3	1
1912002	12	2	14
1912003	6	2	0
1908002	1	5	6
1912008	8	4	12
Average Response Time in Days			**4.00**

1. Duplicate Project ID #'s indicate multiple requested proposals.
2. PIR = Date Completed Project Information Request is submitted to DED.
3. RFP = Date Request for Proposal is submitted to Finance.
4. Proposal = Date Proposal is completed and sent to Company
5. Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.