



December 2014

# MISSOURI WORKS

Expanding Business and Creating Jobs



## Report to the General Assembly for Quarter Ending September 30, 2014



**M I S S O U R I**  
Department of Economic Development





## Quarterly Report to the General Assembly

**T**he Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects and went into effect on August 28, 2013. The Program includes 6 categories for participating: 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 (Missouri Works Summary Page 3). Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 4 - 6);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 6);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 6);
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 (Pages 4 - 6); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 7).

## Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>Zone Works</b>	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
<b>Rural Works</b>	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.
<b>Statewide Works</b>	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).	Discretionary: 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).	
<b>Mega Works 120</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: 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).	
<b>Mega Works 140</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: 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).	
<b>Retention Works</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain 100% of State Withholding Tax for the retained jobs for 10 years.	Company must be at-risk for relocation out-of-state.

# Missouri Works Quarterly Report for Legislators

Total Credits Authorized From 07/01/2014 To 09/30/2014

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 in \$
<b>Missouri Works - Mega 140 Works</b>									
EXPRESS SCRIPTS HOLDING COMPANY	Approved	Statutory		\$9,843,648.00	\$4,893,779.00	663	\$51,979,054.00		
BURNS & MCDONNELL, INC.	Approved	Statutory		\$715,440.00	\$2,009,560.00	480	\$38,000,000.00		
				<b>\$10,559,088.00</b>	<b>\$6,903,339.00</b>	<b>1,143</b>	<b>\$89,979,054.00</b>	<b>Avg: 0.00</b>	
<b>Missouri Works - Retention Works</b>									
AB MAURI FOOD, INC	Approved	Discretionary	55	\$0.00	\$873,799.00		\$2,285,923.00	3.33	\$175,476,000.00
			<b>55</b>	<b>\$0.00</b>	<b>\$873,799.00</b>		<b>\$2,285,923.00</b>	<b>Avg: 3.33</b>	<b>\$175,476,000.00</b>
<b>Missouri Works - Rural Works</b>									
HODGES BADGE COMPANY	Approved	Statutory		\$0.00	\$39,338.00	12	\$100,000.00		
				<b>\$0.00</b>	<b>\$39,338.00</b>	<b>12</b>	<b>\$100,000.00</b>	<b>Avg: 0.00</b>	
<b>Missouri Works - Statewide Works</b>									
BREW HUB, LLC	Approved	Statutory		\$0.00	\$411,098.00	55	\$12,000,000.00		
COOK SALES, INC DBA COOK PORTABLE WAREHOUSES	Approved	Statutory		\$0.00	\$349,890.00	80	\$1,375,000.00		
ECCO SELECT CORPORATION	Approved	Statutory		\$0.00	\$190,512.00	10	\$288,000.00		
JUROX, INC	Approved	Statutory		\$0.00	\$231,314.00	13	\$80,000.00		
AMERICAN STERILIZER CO. (STERIS CORP.)	<b>Withdrawn</b>	Discretionary		\$278,370.00	\$458,059.00	46	\$8,700,000.00	11.52	\$7,391,712.00
STAHL SPECIALTY COMPANY	Approved	Statutory		\$0.00	\$453,966.00	135	\$0.00		
ROM CORPORATION	Approved	Discretionary		\$179,905.00	\$402,521.00	41	\$4,396,019.00	2.02	\$77,515,000.00
NESTLE PURINA PETCARE COMPANY	Approved	Statutory		\$0.00	\$246,940.00	17	\$12,600,000.00		
RETAIL TECHNOLOGY GROUP, INC.	Approved	Statutory		\$0.00	\$756,383.00	97	\$8,000,000.00		
MARKET FRESH PRODUCE, LLC	Approved	Statutory		\$0.00	\$59,657.00	11	\$200,000.00		
PILR, LLC	Approved	Statutory		\$0.00	\$495,227.00	65	\$100,000.00		
THE NERDERY LLC	Approved	Discretionary		\$120,188.00	\$309,055.00	20	\$4,379,140.00	3.44	\$170,197,000.00

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 in \$
SEVENTH WAVE LABORATORIES, LLC	Approved	Discretionary		\$253,252.00	\$354,996.00	42	\$11,000,000.00	3.35	\$59,692,000.00
EMERSON ELECTRIC COMPANY	Approved	Statutory		\$0.00	\$572,144.00	26	\$14,400,000.00		
YOH SERVICES, LLC	Approved	Discretionary		\$545,846.00	\$1,129,219.00	150	\$3,195,315.00	2.47	\$248,077,000.00
<b>Missouri Works - Zone Works</b>									
				<b>\$1,377,561.00</b>	<b>\$6,420,981.00</b>	<b>808</b>	<b>\$80,713,474.00</b>	<b>Avg: 4.56</b>	<b>\$562,872,712.00</b>
ALLEN FILTRATION, LLC	Approved	Statutory		\$0.00	\$349,315.00	50	\$1,000,000.00		
DAIRYMEN'S BEST CREAMERY COOPERATIVE, LLC	Approved	Statutory		\$0.00	\$149,359.00	85	\$1,500,000.00		
GILL BEBEO, LLC	Approved	Statutory		\$0.00	\$308,484.00	55	\$1,500,000.00		
INCITE DESIGN STUDIO, LLC	Approved	Statutory		\$0.00	\$65,227.00	10	\$253,000.00		
NEWKIRK PRODUCTS, INC.	<b>**Denied</b>	Statutory		\$0.00	\$297,968.00	66	\$200,000.00		
NOR-AM ICE AND COLD, LLC	Approved	Statutory		\$0.00	\$43,395.00	10	\$8,700,000.00		
POWER PROCESS & INDUSTRIAL, LLC	Approved	Statutory		\$0.00	\$45,214.00	23	\$150,000.00		
ROC, INC.	Approved	Statutory		\$0.00	\$26,400.00	5	\$790,000.00		
TARGETED METRICS, LLC	Approved	Statutory		\$0.00	\$1,280,272.00	218	\$5,800,937.00		
THERMAL ENGINEERING INTERNATIONAL	Approved	Statutory		\$0.00	\$330,221.00	57	\$3,500,000.00		
DAWN FOOD PRODUCTS, INC	Approved	Statutory		\$0.00	\$154,522.00	30	\$150,000.00		
RONNOCO COFFEE, LLC	Approved	Statutory		\$0.00	\$56,133.00	10	\$500,000.00		
BRINKHOFF & MONOSON, INC.	Approved	Statutory		\$0.00	\$36,698.00	10	\$950,000.00		
CON-TECH BUILDING COMPONENTS, INC	<b>*Withdrawn</b>	Statutory		\$0.00	\$8,002.00	2	\$700,000.00		
MID-AM BUILDING SUPPLY, INC.	Approved	Statutory		\$0.00	\$67,946.00	20	\$1,837,000.00		
LATERAL GROUP NA, LLC	<b>**Denied</b>	Statutory		\$0.00	\$131,670.00	31	\$175,000.00		
STARLINE, INC.	Approved	Statutory		\$0.00	\$8,690.00	3	\$1,900,000.00		
MORAN WELDING, INC DBA BROOKS BROTHERS TRAILERS	Approved	Statutory		\$0.00	\$35,339.00	12	\$650,000.00		

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 in \$
AMERICANA DEVELOPMENT, INC	Approved	Statutory		\$0.00	\$31,738.00	18	\$433,780.00		
DAVID MASON & ASSOCIATES, INC.	Approved	Statutory		\$0.00	\$128,258.00	11	\$225,000.00		
ROSTIN PRESERVATION, LLC	Approved	Statutory		\$0.00	\$11,348.00	2	\$500,000.00		
TWAIN FINANCIAL PARTNERS HOLDING, LLC	Approved	Statutory		\$0.00	\$235,352.00	20	\$300,000.00		
GATEWAY PACKAGING COMPANY, LLC	Approved	Statutory		\$0.00	\$253,284.00	39	\$750,000.00		
			<b>55</b>	<b>\$0.00</b>	<b>\$4,054,835.00</b>	<b>787</b>	<b>\$32,464,717.00</b>	<b>Avg: 0.00</b>	
				<b>\$11,936,649.00</b>	<b>\$18,292,292.00</b>	<b>2,750</b>	<b>\$205,543,168.00</b>	<b>Avg: 4.36</b>	<b>\$738,348,712.00</b>

\*Projects were approved by DED and then withdrawn by the company.

\*\*Company did not meet thresholds and/or did not submit documentation within deadline; therefore, were denied.

## Proposal Assignment Tracking (July 1, 2014 - September 30, 2014)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1403004	0	5	4
1406017	0	3	3
1406022	2	3	5
1406023	0	9	1
1406024	0	1	1
1406026	0	8	8
1407006	3	3	1
1407023	0	1	1
1407024	1	1	2
1407025	1	4	0
1407028	0	4	3
1407028	0	4	3
1407029	0	12	12
1407031	0	2	2
1407033	2	3	1
1408002	0	3	3
1408004	0	4	0
1408005	0	6	6
1408007	0	5	5
1408008	0	2	2
1408009	1	4	0
1408014	3	6	3
1408017	0	2	2
1408018	0	3	3
1408020	0	12	10
1408021	0	0	0
1409002	5	2	1
1409004	8	0	2
1409009	7	3	1
1409010	0	6	4
1409011	1	7	1
1409014	0	2	0
1409019	0	3	3
<b>Average Response Time in Days</b>			<b>2.82</b>

**\*Duplicate Project ID #'s indicate multiple requested proposals.**

**Notes:**

\*PIR = Date Completed Project Information Request is submitted to DED.

\*\*RFP = Date Request for Proposal is submitted to Finance.

\*\*\*Proposal = Date Proposal is completed and sent to Company.

\*\*\*\*Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.