



February 2015

MISSOURI WORKS

Expanding Business and Creating Jobs



Report to the General Assembly for Quarter Ending December 31, 2014



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





Quarterly Report to the General Assembly

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

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.	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).	
Mega Works 120	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).	
Mega Works 140	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).	
Retention Works	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 10/01/2014 To 12/31/2014

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 \$
Missouri Works - Mega 120 Works									
SUNGEVITY, INC.	Approved	Statutory		\$1,532,870.00	\$1,763,625.00	180	\$4,600,000.00		
				\$1,532,870.00	\$1,763,625.00	180	\$4,600,000.00	Avg: 0.00	
Missouri Works - Mega 140 Works									
UNION PACIFIC RAILROAD COMPANY	Approved	Discretionary		\$1,523,746.00	\$1,218,213.00	122	\$39,511,000.00	1.94	\$495,453,000.00
				\$1,523,746.00	\$1,218,213.00	122	\$39,511,000.00	Avg: 1.94	\$495,453,000.00
Missouri Works - Rural Works									
GRASSLAND BEEF, LLC	Approved	Statutory		\$0.00	\$117,955.00	32	\$7,000,000.00		
AMERIWOOD INDUSTRIES, INC.	Approved	Statutory		\$0.00	\$144,904.00	21	\$1,832,000.00		
				\$0.00	\$262,859.00	53	\$8,832,000.00	Avg: 0.00	
Missouri Works - Statewide Works									
CHALLENGE MFG. HOLDINGS, INC.	Approved	Discretionary		\$588,354.00	\$882,532.00	126	\$60,000,000.00	6.54	\$1,342,468,000.00
CST INDUSTRIES, INC.	Approved	Statutory		\$0.00	\$1,195,774.00	57	\$944,000.00		
EVOGENE, INC.	Approved	Statutory		\$0.00	\$202,608.00	15	\$1,000,000.00		
PROPHARMA GROUP HOLDINGS, LLC	Approved	Statutory		\$0.00	\$651,351.00	36	\$255,000.00		
SHIELD CASEWORK	Approved	Statutory		\$0.00	\$354,512.00	56	\$500,000.00		
GATEWAY EXTRUSIONS, LTD FKA CRYSTAL EXTRUSION SYSTEMS LTD	Approved	Discretionary		\$145,284.00	\$278,904.00	60	\$12,000,000.00	3.41	\$130,188,000.00
JCI INDUSTRIES INC	Approved	Statutory		\$0.00	\$173,035.00	31	\$1,777,200.00		
AMERICAN CENTURY SERVICES, LLC	Approved	Statutory		\$0.00	\$2,735,478.00	78	\$0.00		
AECOM TECHNOLOGY CORPORATION	Approved	Statutory		\$0.00	\$648,648.00	60	\$200,000.00		
BEAUTY BRANDS, LLC	Approved	Discretionary		\$418,048.00	\$1,043,657.00	125	\$3,236,424.00	2.25	\$244,446,000.00
BULL MOOSE TUBE COMPANY	Approved	Statutory		\$0.00	\$391,248.00	10	\$0.00		

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 \$
TRIANGLE SYSTEMS, INC DBA IDX ST. LOUIS	Approved	Statutory		\$0.00	\$176,204.00	24	\$1,160,000.00		
BISHOP MCCANN, LLC	Approved	Statutory		\$0.00	\$365,866.00	30	\$71,000.00		
Missouri Works - Zone Works									
				\$1,151,686.00	\$9,099,817.00	708	\$81,143,624.00	Avg: 4.07	\$1,717,102,000.00
L & R INDUSTRIES, INC.	Approved	Statutory		\$0.00	\$51,285.00	10	\$4,000,000.00		
RAY-CARROLL COUNTY GRAIN GROWERS, INC.	Approved	Statutory		\$0.00	\$70,308.00	4	\$4,868,480.00		
SCHUTZ CONTAINER SYSTEMS, INC.	Approved	Statutory		\$0.00	\$190,944.00	50	\$18,532,000.00		
QC, LLC (QC OF MO LLC)	Approved	Statutory		\$0.00	\$105,743.00	22			
BCP INGREDIENTS, INC.	Approved	Statutory		\$0.00	\$34,087.00	6	\$15,000,000.00		
ALBAUGH LLC	Approved	Statutory		\$0.00	\$66,941.00	11	\$8,176,241.00		
GLAXOSMITHKLINE, LLC	Approved	Statutory		\$0.00	\$443,378.00	45	\$34,288,000.00		
CORES LAB STRUCTURES (MISSOURI), INC.	Approved	Statutory		\$0.00	\$364,623.00	140	\$1,049,000.00		
MID CONTINENT STEEL & WIRE, INC.	Approved	Statutory		\$0.00	\$327,164.00	91	\$4,918,000.00		
KAWASAKI MOTORS MANUFACTURING CORP. USA	Approved	Statutory		\$0.00	\$7,694.00	2	\$7,100,000.00		
COHEN ARCHITECTURAL WOODWORKING, LLC	Approved	Statutory		\$0.00	\$18,000.00	3	\$100,000.00		
DAVIS-RABICH ENTERPRISES, LLC	Approved	Statutory		\$0.00	\$12,000.00	2	\$100,000.00		
CLARITY TELECOM, LLC	Approved	Statutory		\$0.00	\$113,696.00	11	\$3,000,000.00		
				\$0.00	\$1,805,863.00	397	\$101,131,721.00	Avg: 0.00	
				\$4,208,302.00	\$14,150,377.00	1,460	\$235,218,345.00	Avg: 3.54	\$2,212,555,000.00

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BISHOP MCCANN, LLC	Approved	Statutory		\$0.00	\$365,866.00	30	\$71,000.00		
				\$1,151,686.00	\$9,099,817.00	708	\$81,143,624.00	Avg: 4.07	\$1,717,102,000.00
Missouri Works - Zone Works									
L & R INDUSTRIES, INC.	Approved	Statutory		\$0.00	\$51,285.00	10	\$4,000,000.00		
RAY-CARROLL COUNTY GRAIN GROWERS, INC.	Approved	Statutory		\$0.00	\$70,308.00	4	\$4,868,480.00		
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				\$0.00	\$1,805,863.00	397	\$101,131,721.00	Avg: 0.00	
				\$4,208,302.00	\$14,150,377.00	1,460	\$235,218,345.00	Avg: 3.54	\$2,212,555,000.00

Proposal Assignment Tracking (October 1, 2014 - December 31, 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
Average Response Time in Days			2.82

***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.