

Lasso Transition FAQs

Why did Missouri Partnership decide to make a change?

In 2024, Missouri Partnership surveyed the economic development community in Missouri to determine challenges in responding to RFIs. Missouri Partnership partnered with the Center for Civic Research and Innovation to conduct the survey and offer recommendations based on the feedback from the survey. Among the seven recommendations, Data Management for RFIs, Feedback and Communication, and Technology and Process Improvements led to the evaluation of technology that could assist in these areas.

Why Lasso and not another program?

The team at Missouri Partnership evaluated several tools to assist with data collection, data management, and communication related to RFI requests based on fit for our process and partnership, platform features, and cost. Among the tools we evaluated (and input from the project management team), Missouri Partnership determined Lasso best fit the needs of our internal team and the requests of external partners. Additionally, Lasso has worked with our team to adapt the tool to our needs.

Is there any cost to me to use the system?

No. We only ask for your time and active participation.

Do I have to use LOIS to market my sites and buildings?

No. You may continue to use whichever tool is best for your organization. Missouri Partnership will continue to use LOIS to market sites and buildings in the state, so we of course encourage your participation in LOIS, but you can use Lasso without using LOIS as your primary site and building marketing tool. On a separate but related note, you should be receiving a communication from the Missouri Department of Economic Development on LOIS training and new features that enhance LOIS's capabilities.

As a regional group, I add value by managing the RFI submissions for my area. Does this impede my ability to add value to the process?

No, and Missouri Partnership encourages regionalism and recognizes the value regional groups bring to our collective efforts. Lasso has implemented a multi-level delegation tool that will allow you to help coordinate partners for your region and assist with RFI completion.



Will I still get email notifications about new projects?

Yes. For the time being, you will receive notifications directly from Lasso about new projects, and we will send a redundant email to ensure all relevant parties are notified.

Can I just email my response to you instead of using Lasso?

Beginning July 1, 2026, we will only accept responses via Lasso for our business attraction projects. We will be using Lasso for every project so that we can share updates in the system.

Will it take me a long time to enter information in Lasso?

Lasso has implemented recommendations from our organization and other economic development organizations to continue to develop the tool to make it more efficient and easier to use. While initial data population for your properties may be comparable to the amount of time you would spend on an RFI in our traditional format, we believe this tool will ultimately save you a considerable amount of time going forward due to the recall function.

Will training be provided to ensure we are ready when the transition to Lasso is made?

We are implementing a two-phase training period. Phase 1 will include offering of a webinar to demonstrate and provide training on how to use the tool, the provision of training materials that you can “study” at your convenience, and live “office hours” with our team to help get your questions answered in real time. Phase 2 will include hands-on learning in the form of a mock RFI. You will upload one property to the system to respond to an RFI (any property will do – no restrictions as this is just practice). Because we have heard from communities that they would like feedback on the quality of their RFI response, we would like to offer feedback on these practice submissions for any community that requests it.

Will this tool help to provide more timely updates on my RFI submissions?

Previously we had been sending quarterly email updates about projects. These updates are high level due to confidentiality concerns. Lasso will allow us to better provide individual updates to those who submit for a project. While we almost never get individual feedback from the consultants or companies on the sites that are eliminated in the “first round,” we do feel that this tool will allow us to better communicate to you whether your site is still in contention and whether the project is still active. While we will strive to do this in real time with each project, we will continue to do a quarterly review to ensure Lasso is up to date and will provide individual feedback on reasons for elimination whenever it is made available to us.

