

TRENDS & HIGHLIGHTS: MISSOURI CERTIFIED SITES PROGRAM (MCS)

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PRESENTATION DELIVERABLES

- What is a Certified Site?
- History in Missouri
- Basic Process
- MCS Advisory Committee
- National and International Trend
- Missouri Certified Sites
- Successful Certified Sites
- Tips/Pointers for Certification and Marketing
- Q&A



WHAT IS A CERTIFIED SITE?

- Shovel Ready
 - Site Ready
 - Development Ready
 - Job Ready
 - Certified Site
- No standard or guideline nationally.
 - State by State basis
 - Site Certification is process and data driven.



SITE CERTIFICATION REDUCES RISK

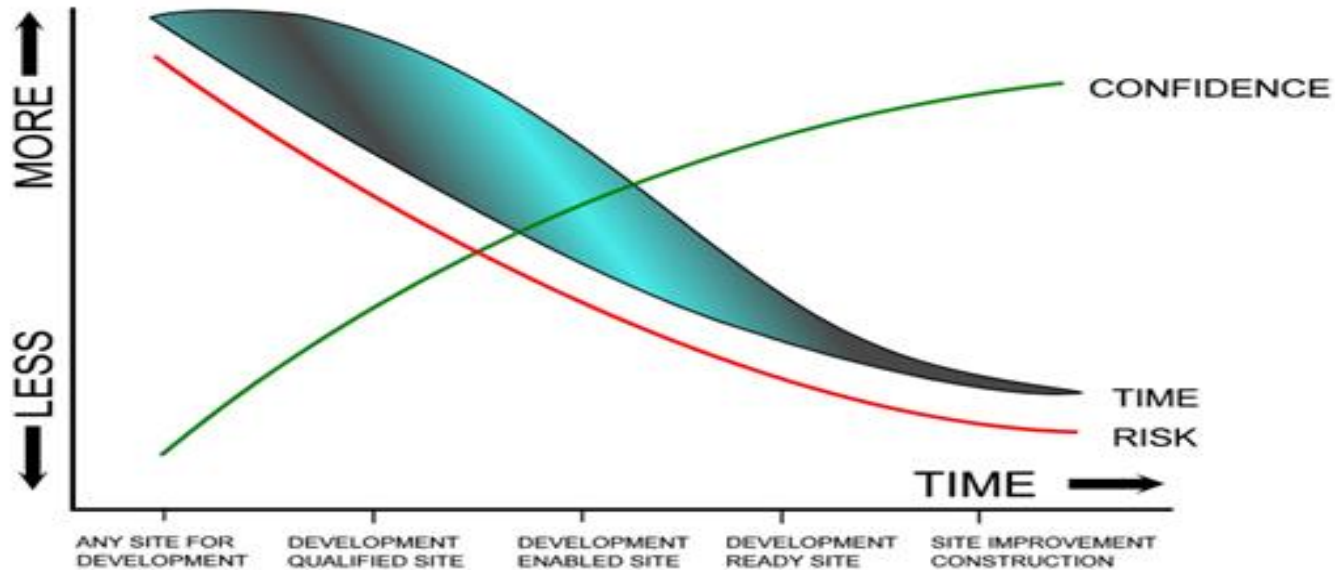
Why use it?

Increased confidence

Decreased time

Decreased risk

Incremental Levels



MISSOURI SITE CERTIFICATION HISTORY

- Ameren UE and KCP&L (Aquila) had programs in early to 2004 thru 2007.
- Parameters were developed separately but had similar requirements, goals.
- Missouri DED wanted Certification Program.
- Concept of public/private partnership was a plus.
- Model submitted in early 2008
- Program presented at Governor's Conference Fall 2008.



MINIMAL SPECIFICATIONS FOR MCS

A Missouri Certified Site is a land site:

- Which a local government or locally recognized economic development organization has completed a compilation of required data specific to the Site, submitted such data to the Program sponsors, and has certified the accuracy of such data;
- Which parcel(s) total 10 acres or more in size, are controlled by one entity;
- Is primarily to be marketed by the community and local economic development organization for business recruitment or business expansion;
- Is not intended for retail;
- Contains at a minimum 6" water main, industrial capacity sanitary sewer, and 3-phase, 12Kv electric infrastructure available to the property line of the Site;
- Is listed on Missouri Location One with complete and current community information; and
- Has achieved recognition and certification from the Sponsors.



MCS APPLICATION PROCESS

Steps:

1. Submission of a Notice of Intent (NOI)
 2. Submission of the Full Application and supporting documentation
 3. Approval or review of application materials by Review Team made up of Sponsoring Agencies
 4. Interrogatory back for clarification or suggested changes to meet guidelines
 5. Final approval by Review Team
 6. Process is normally 4 to 6 months from NOI submittal date
- Certifications of Sites Usually Quarterly
 - Administrative/Policy Meeting 4th Quarter
 - Guideline and changes to application made public 1/1 of each year.

Attachment A
Missouri Certified Sites
NOTICE OF INTENT TO APPLY FOR CERTIFICATION

Site Community: _____

Applicant (city/county/local ED organization): _____

Site Name (if applicable): _____

Acres to be Certified: _____ Total Acres at Site: _____

Contact: _____

Phone: (____) _____

Email Address: _____

Proposed Full Application Submission Date (month/year): _____

Property Information: _____

☐ Public Ownership ☐ Private Ownership

If multiple owners, total number: _____

☐ Greenfield (new development) ☐ Redevelopment

Previous Use: _____

This Notice of Intent MUST be accompanied by a site map, marketing brochure, current aerial photo or other suitable material showing the site for which certification is sought and its general location relative to the Site Community.

I hereby certify that the information contained herein is true and accurate to the best of my knowledge; the proposed site is 10 acres or more; there exists water, sewer, and electric infrastructure to the property line of the site; the certification process has support from the city and local economic development community; the site is listed on Missouri Location One with updated community information; there are local resources and capacity available to dedicate to the completion of this certification process by the targeted date and that we have read and understand the process of certification.

Signature of Applicant: _____


Send to: Missouri Department of Economic Development
Attention: Certified Site Program/Notice of Intent
201 West 11th
Jefferson City, MO 65102



AGENCIES INVOLVED WITH MCS



**Associated Electric
Cooperative Inc.**

A Touchstone Energy® Cooperative 



MISSOURI Department of
Economic Development



- ADVISORY COMMITTEE COMPOSITION
 - 3 Board Members (All CEcD's)
 - 1 Lawyer
 - 1 MODED Staff Serving as Administrator
 - CEcD's have combined over 70 years economic development experience



US CERTIFIED SITES

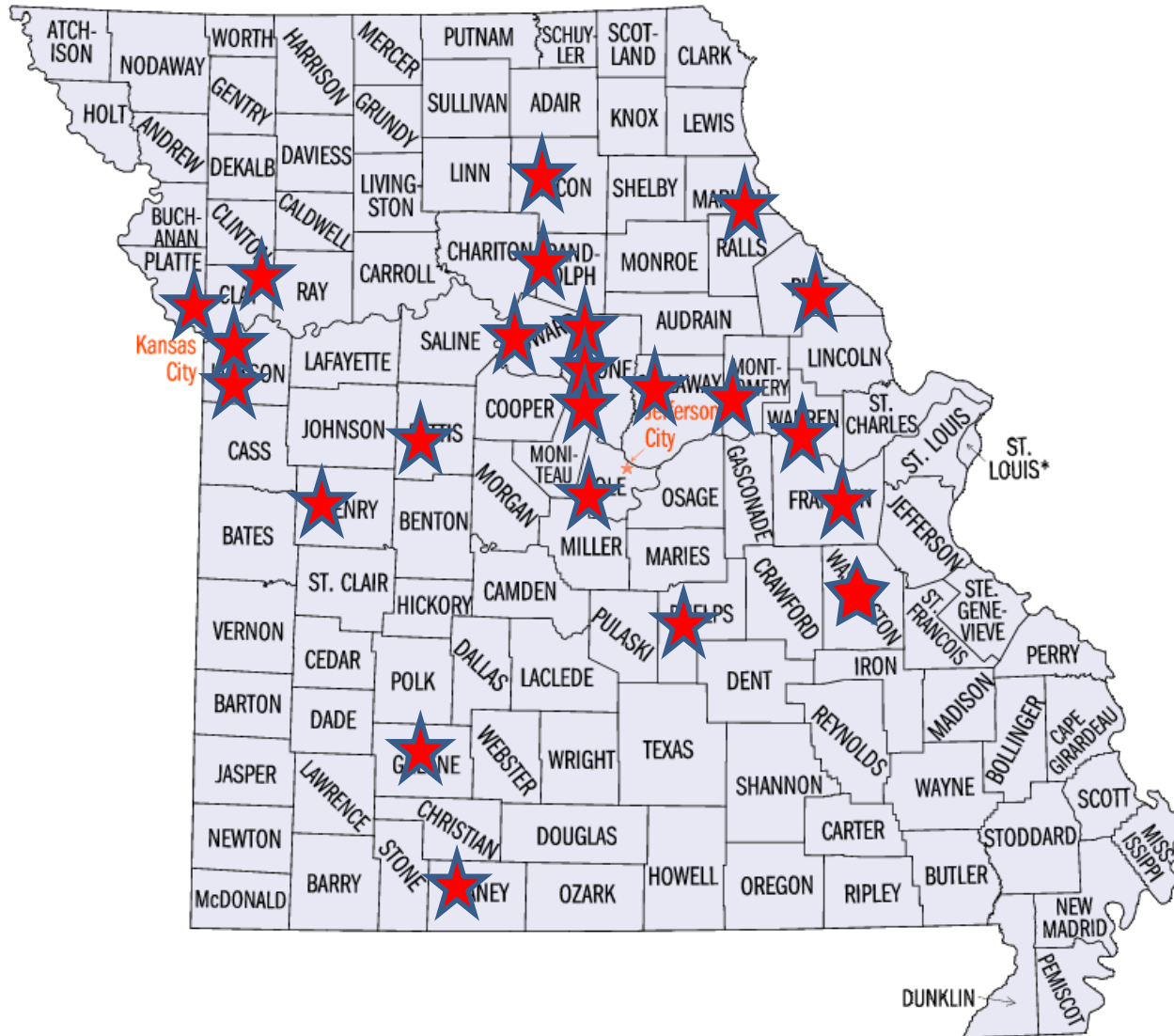
US CERTIFIED SITES PROGRAMS

(As of 1/30/2015)

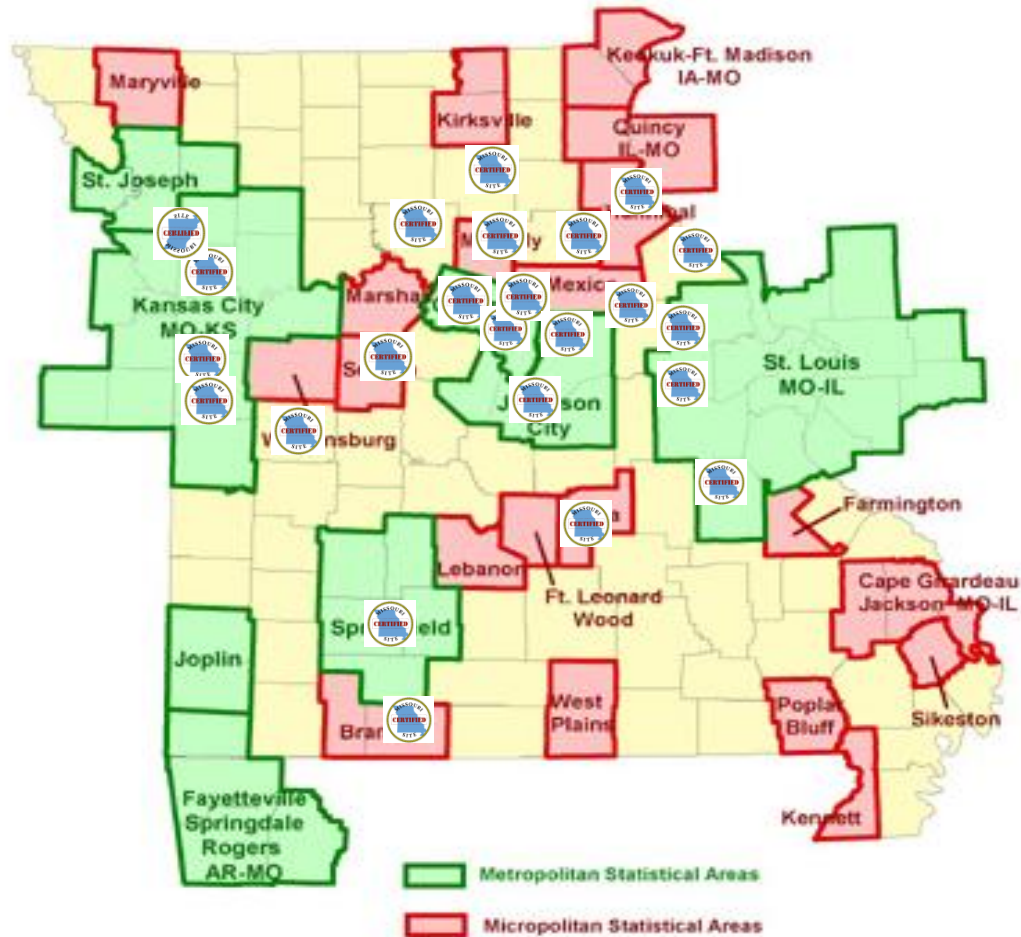
STATE	# CERTIFIED	STATE	# CERTIFIED
Missouri	24	Georgia	33
Iowa	4	South Dakota	5
Arkansas	15	Mississippi	5
Kansas	N/A	Nevada	N/A
Nebraska	Certified ED Community	California	3
Kentucky	200	Oregon	76
Oklahoma	37	Michigan	N/A
Tennessee	34	Arizona	13
Indiana	94	Ohio	N/A
Wisconsin	12		
North Carolina	70	3RD PARTY	
Louisiana	69	CSX	14
South Carolina	12	TVA	93
Florida	10	AEP	12
New York	38		
West Virginia	N/A	TOTAL CERTIFIED SITES	873



MCS SITES BY COUNTY



MCS GEOGRAPHIC DISPERSION



MCS SITES-RURAL

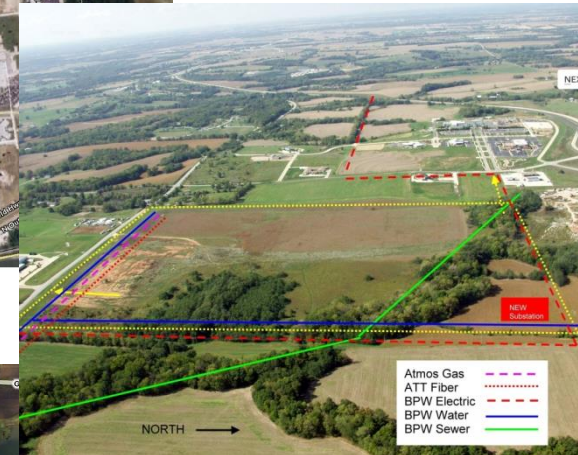
24 Sites Certified as MCS in 6 Years

- Sites by Size Area:
 - 25% Rural (6)
 - Gerhart Clinton (119 Acres)
 - Howard County (45 Acres)
 - Heartland Park Macon (114 Acres)
 - Paris Industrial (21 Acres)
 - Louisiana Industrial (36 Acres)
 - Montgomery City (40 Acres)



MCS SITES-MICROPOLITAN

- 21% Micropolitan (5)
 - Branson Commerce Park (200 Acres)
 - Thompson Meadows Sedalia (124 Acres)
 - HyPoint Research Park Rolla (53 Acres)
 - Moberly Area Industrial Park (210 Acres)
 - Lakeside Technology Park Hannibal (116 Acres)



MCS SITES-METROPOLITAN

- 54% Metropolitan (13)
 - Innovation Park Kearney (46 Acres)
 - Riverside Horizons (800 Acres)
 - SouthPointe Business Park Grandview (83 Acres)
 - CenterPoint Intermodal Kansas City (310 Acres)
 - Columbia
 - Discovery Ridge (122 Acres)
 - Ewing Industrial (283 Acres)
 - Sutter Industrial (101 Acres)
 - Partnership Business Park Jefferson City (80 Acres)
 - Callaway Energy Fulton (78 Acres)
 - Partnership Industrial-West Springfield (51 Acres)
 - Washington County -Potosi (212 Acres)
 - Union Corporate (30 Acres)
 - Heidmann Industrial Washington (41 Acres)



MCS PRESS COVERAGE

Howard County Industrial Park Recertified



DED designates Moberly location as state's sixth Certified Site
 MOBERLY — Missouri Department of Economic Development (DED) Director David Kerr announced today that Moberly location has been designated as the state's sixth Certified Site. Chosen by DED's Certified Site team, the Moberly location will provide Moberly and Randolph County with a competitive advantage in attracting 21st century jobs. The new site, located at an approximate address of 3900 North Morley (Business Rt. 63) near the U.S. Highway 24 interchange in the northern area of the city of Moberly is owned by the Moberly Area Economic Development Corporation (MADC).

See Story

Technology park receives state certification

The Hannibal Lakeside Technology Park today looks more like a farm field than a potential hub for economic growth. But that could soon change after the site was recently declared Missouri's 24th official certified development site.



DANNY HENLEY/CJ



RIVERSIDE HORIZON'S MASTER DEVELOPMENT PLAN



Educational Supply Company Selects KC for E-Commerce Fulfillment Center

Jan. 19, 2015 | By: Bob Marcusse | Category: Economic Development, KC SmartPort, Recruitment Success
 Tags: CenterPoint, e-commerce, KC SmartPort, ReallyGoodStuff.com

Congratulations to our partners in Kansas City, Missouri, on today's announcement that **ReallyGoodStuff.com**, an online retailer of fun and creative teaching tools for today's classroom, has selected the KC region for an e-commerce fulfillment center, creating 44 new jobs.

ReallyGoodStuff.com will locate in the CenterPoint Intermodal Center where the company will distribute product to customers across the U.S. and Canada.

NOAA Releases 225,000 SF in Grandview Agency to be First Tenant in Planned Business and Industrial Park

By Jacob Bundrick
 August 5, 2014

The General Services Administration (GSA), on behalf of the National Oceanic and Atmospheric Administration (NOAA), leased 225,000 square feet for the agency's national logistics support center and national reconditioning center at 14200 Merritt Rd. in Grandview, MO.



NOAA, which was the last agency in the Bannister Federal Complex to find a home, will be the first in the new business and industrial park in Grandview.

NOAA's building is being developed by Kessinger/Hunter & Co., while the project designer and general contractor is Burns & McDonnell.

NOAA expects to complete its move by the end of the year.



CoStar Group | 1311 L Street, N.E.
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Features

Ten Superior Site Certification Programs

A certified industrial site is considered one that has been thoroughly analyzed and documented by a third party engineering firm to determine acreage, archaeological, availability, boundary, cultural, endangered species, environmental, geotechnical, land use, ownership, topography, transportation, utility and wetland issues. A certified site is also considered to be "shovel ready" for acquisition and development. Southern Business & Development has done its own research to determine which sites are shovel ready. **Missouri's Certified Sites Program**

The program is brand new and only one site has been certified by the Missouri Department of Economic Development, however, a spokesperson there said that they are about to complete certification on another site and expect two or three more to be completed this year. The Missouri program, which is designed to provide consistent standards regarding the availability and development potential of commercial and industrial sites, is being done in partnership with the Missouri Economic Development Council, Ameren UE, Empire Electric, KCP&L, Missouri Electric Cooperatives and the Missouri Department of Natural Resources.



PROOF IN THE NUMBERS

- RFIs 91
- Site visits 65
- New/Committed Companies/tenants 29
- New Construction (Sq. Ft.) 2.4MM
- New jobs presently 1150
- Retained existing or forecast new jobs 2345
- New investment \$670,000,000.



MCS APPLICATION TIPS

- Make sure acreage submitted is equal to deed acreage and if not, be able to explain variance.
- Ownership on deed is same as on NOI submitted.
- If acreage has wetlands or significant forest coverage, or extreme terrain elevation variances, try reducing amount submitted for NOI as we cannot certify those parts of properties.
- Have clear maps showing subject property on all documents submitted so easy to find property on USGS maps, flood maps, etc.
- Be aware of adjacent residential use for adjacency/compatibility issues.
- Have master map of all utilities to site and then one in more detail for each such as electric, natural gas, water, sewer with size and capacity.
- Price must be **firm** and in letter format from owner/signed, not economic developer.
- Make gathering data a team process so members are familiar with specific data. They can be helpful later on RFI response.
- Think shovel or development ready! Not field of dreams!



MCS MARKETING IDEAS

- **Do** take pdfs from application and make available on LocationOne site under documents.
- **Do** promote MCS designation under normal marketing efforts, web, flyers, constant contact, etc.
- Signage at designated site to show MCS designation.
- Constant Contact campaign with regional commercial real estate community and your database of site consultants.
- Use it to your advantage..**Speed kills!**

Overview	Geographic Reports	Property Details	Image Galleries
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Partnership Industrial Center West - Site K

Alliance Avenue & West Division
Springfield, MO 65803 (Greene)

Available Acres: 51.2

Sale Price: \$3,328,000

Lease Rate (Sq. Ft./Per Year):



[more photos](#)

Document Gallery

Title

- [Missouri Certified Site Application](#)
- [Plat Map](#)
- [Aerial Photo](#)
- [Phase I Environmental Study](#)
- [Phase I Environmental Study update](#)
- [Boundary Survey](#)
- [Site Utilities](#)

Description

Certified Site Certification

Certified Site Certification

Certified Site Certification

Certified Site Certification

Certified Site Certification









Q&A

