



NEWS

2015 | THIRD QUARTER



Sunflowers at sunset in Stillwell, Kansas.

Photo by Kim Golding.

THE BEST QUARTERLY ROUND-UP OF DEVELOPMENT NEWS IN THE ONE KC REGION

Veterans Health Care Services Company Selects KC

KC | **TriWest brings 500 jobs to region**

TriWest Healthcare Alliance has selected Kansas City, Missouri, to launch a new Health Care Administrative Service Center, creating 500 new jobs in the region. TriWest serves the community health care needs of our nation's veterans in 28 states as a partner to the U.S. Department of Veterans Affairs (VA).



The company is leasing 64,000 sq. ft. and making a multi-million dollar capital investment. TriWest evaluated multiple locations and favored

Kansas City because of the strong support of the state and the city in helping TriWest move quickly to open the site and begin operating, as well as the city's commitment to the Veterans Economic Communities Initiative (VECI).

"Kansas City's role as a leading city of the Great Plains has made it attractive to talented, innovative people and the companies for which they work," Kansas City, Missouri Mayor Sly James said. "It is more than a pleasure to welcome TriWest Healthcare Alliance. It is a special privilege for Kansas City to be a key service center location for a company serving military veterans." | triwest.com/en

KCADC partnered with a number of partners to attract TriWest Healthcare Alliance to the KC region: **Kessinger/Hunter & Co., LLC; U.S. Department of Veterans Affairs; State of Missouri; Missouri Partnership; Platte County Economic Development Council; Economic Development Corporation of Kansas City, Missouri; KCP&L; Aerotek; Colliers International; Missouri Gas Energy; Missouri Career Center** and **Full Employment Council**.

Manufacturing "Excels" in KC

KC | **Excel Industries creates 200 jobs**

Excel Industries Inc., a leading manufacturer of turf care products, is expanding operations in Edgerton, Kansas, creating 200 jobs in the KC region. The company evaluated Nashville, Indianapolis and Oklahoma City before selecting Logistics Park Kansas City (LPKC) in Edgerton as its primary distribution center.



"We are excited about the possibility of making Kansas City the primary distribution center for our products," said Excel Vice President Bob Mullet. "It puts us closer to the geographic center of our customers, and the strength of Kansas City as a national distribution point will allow us to serve our dealers in a more timely and cost-efficient manner."

"We are thrilled that a growing Kansas-based company like Excel Industries selected a growing Kansas community like Edgerton for its new facility," said Mayor Donald Roberts. "Keeping companies like Excel Industries in Kansas is a win for all." | excelii.com

KCADC was proud to partner with the following organizations to attract Excel Industries Inc. to the KC region: **City of Edgerton; Southwest Johnson County Economic Development Corporation; Kansas Department of Commerce; CBRE; KCP&L; U.S. Bank; Aerotek; Kelly Services; Wagner Logistics; IMKO Workforce Solutions; QPS Employment Group; Jones Lang LaSalle; Johnson County Community College; NorthPoint Development; BNSF Railway Company** and **KC SmartPort**.

National Auto Supplier Selects KC

KC | **US Farathane creates 267 jobs**

US Farathane LLC (USF), a leading source of plastics manufacturing that has supplied the automotive industry for more than 40 years, announced it will locate its newest manufacturing operation in Riverside, Missouri. The company will hire 267 over the next three years and invest \$51.6 million.



"Riverside is right in the heart of the action—it's close to OEMs, it has an experienced workforce, and a business-friendly

environment. Expanding to the KC region puts USF in a great position to better serve our customers and expand our presence in the automotive industry. We're very excited about the opportunities available for us here," said Andy Greenlee, president of USF.

USF evaluated sites in five states before selecting a 220,000-sq.-ft. spec building in the Horizons Business Park in Riverside. The primary product to be manufactured at the facility is a highly technical injection molding that improves function and reduces weight and complexity. The Riverside facility will predominately supply the GM Fairfax plant in Kansas City, Kansas. | usfarathane.com

KCADC partnered with a number of regional organizations to attract US Farathane to the KC region: **State of Missouri; Missouri Partnership; Platte County Economic Development Council; City of Riverside; NorthPoint Development; ARCO National Construction - KC; KCP&L; Metropolitan Community College** and **KC SmartPort**.

USA800 Opens New Facility in Lawrence

KC | **Company creating 333 jobs**

USA800, the largest 100 percent employee-owned contact center in the nation, has located its newest facility in the KC region, creating up to 333 new jobs. The company chose a 20,000-sq.-ft. building in Lawrence, Kansas, due to its ability to meet operational requirements, and attract a talented workforce. USA800 will invest more than \$3.5 million in the new space.



President and CEO of USA800 Tom Davis said, "We are excited to make Lawrence our new home

and have been impressed by the state-of-the-art facilities offered at the I-70 Business Center, as well as the highly skilled and qualified workforce in Lawrence."

"Kansas City's history in telemarketing gives it a leg-up on competitors," said Bob Marcusse, president and CEO of the Kansas City Area Development Council. "We are proud to be the choice for USA800's rapidly growing workforce." | usa800.com

KCADC was proud to work with a number of partners in attracting USA800 to the KC region: **The Chamber of Lawrence, Kansas; Economic Development Corporation of Lawrence & Douglas County; Kansas Department of Commerce; Newmark Grubb Zimmer; Westar Energy** and **Workforce Partnership**.

KC Corridor now home to Prommune

KC | **Past Investment Forum presenter finds success in KC Animal Health Corridor**

Prommune Inc., an animal vaccine research and development company, will locate its global commercial operations in Overland Park, Kansas, within the KC Animal Health Corridor. Dr. Sam Sanderson, founder of Prommune, presented at the 2013 KC Animal Health Investment Forum and the company's recent advances and projected growth has led to the need for a permanent location to produce its vaccine products, particularly those to treat Swine Flu and Avian Flu.



"Prommune is proud to select the KC Animal Health Corridor as its

permanent home. The Corridor provides unsurpassed logistics, manufacturing and a pool of potential qualified employee mix that a company focused on animal health can ill-afford to ignore," said Dr. Al-Murrani, interim CEO of Prommune Inc.

The company expects to hire up to six employees in the first three years with additional marketing and sales personnel added as the company grows. | prommuneinc.com

KCADC was proud to work with a number of partners in attracting Prommune to the KC region: **State of Kansas; Kansas Department of Commerce; KCP&L; Overland Park Chamber of Commerce; Overland Park Economic Development Council** and the **KC Animal Health Corridor**.

St. Joseph, Missouri

KCone | Community Profile

St. Joseph, Missouri – 35 minutes north of Kansas City – is home to some of the world's largest animal health companies, including **Boehringer Ingelheim Vetmedica, Inc.** and **Nestle Purina Petcare**.

Other global companies are **Johnson Controls**,

Purina Mills and **Triumph Foods**.

St. Joseph recently assisted with the opening of **Schütz Container Systems, Inc.**, a German-based packaging company. Home to Missouri Western State University, St. Joseph is a thriving city with a growing skilled workforce, low cost of living, revitalized downtown and innovative resources that attract businesses from around the world.

For more information, contact **Brad Lau** at blau@saintjoseph.com | choosetjoseph.com



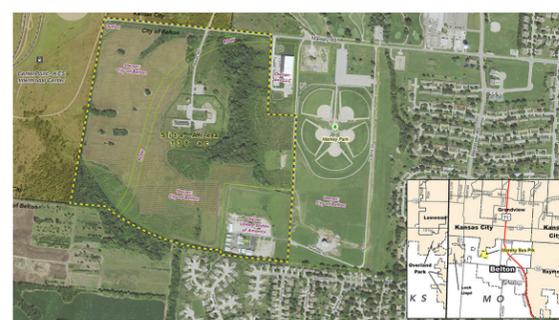
KCone | Available Real Estate



Logistics Park Kansas City (LPKC) Edgerton, Kansas

LPKC is a 1,500-acre master-planned business and logistics park, located southwest of downtown Kansas City, Missouri, and anchored by BNSF Railway's newest intermodal and direct-rail facility. Capable of handling 17 million sq. ft. of tenant space, LPKC offers competitive lease rates, public infrastructure investments, affordable utilities, financial incentives and access to 80 percent of the U.S. in less than two days.

Contact **Greg Martinette** with Southwest Johnson County Kansas EDC at 913.715.6018 or greg@swjocoksedc.com | BusinessMovesHere.com



Markey Business Park Belton, Missouri

Markey Business Park offers premier logistics savings and easy access to the Kansas City metro workforce via I-49, and MO Route 150. The 113-acre development will have the availability for build-to-suit, lease or own options and offers a unique opportunity to significantly reduce development costs due to its city ownership.

Contact **Jay Leipzig**, economic development director for the City of Belton at 816.331.4331 or jleipzig@belton.org belton.org/ecodevo

KC SMARTPORT | update

Why Companies Choose KC

The Kansas City industrial market remains strong. As of Q3 2015, KC SmartPort has assisted **seven freight-based companies** with the decision to locate in the KC region. Here's why:

"Relocating our warehouse from Memphis to SubTropolis [Kansas City, Missouri] has been a good move for Ceva and has created efficiency for our company," said **Craig Wallace**, CEO and North America/Pacific Zone director at **Ceva Animal Health**.

"We selected St. Joseph as the site for our new plant for several reasons" said **Kelly Hattan**, **Daily's Premium Meats** president. *"[...]St. Joseph has a talented workforce, which will be important to us as we begin hiring employees, and it also strengthens our position with our customers as part of a food system focused on quality and product consistency."*

Additional expansion of intermodal capacity is already underway. Construction has begun on an industrial rail spur near the Logistics Park Kansas City (LPKC) Intermodal Facility, which will open 325 acres of rail-served property known as **North Park**. At full build-out, this North Park area will accommodate 3.4 million sq. ft. of rail-served space which is in addition to the 11 million sq. ft. of warehouse building capacity at LPKC. Growth at Kansas City Southern's intermodal has seen a 20 percent increase in the past year, with future development expected soon. | KCSmartPort.com

KC ANIMAL HEALTH CORRIDOR | update

Celebrating a Decade of Leadership



The KC Animal Health Corridor **Homecoming Dinner** had record attendance, hosting **1,010** international industry leaders. More than 250 companies from around the globe were represented at the event on **Aug. 31**, in Kansas City, Missouri. The keynote speaker, Kansas City Royals' General Manager **Dayton Moore**, spoke on building and inspiring a winning team. **Dr. Ralph Richardson**, interim dean and CEO of K-State Olathe, was honored with the 2015 KC Animal Health Corridor Iron Paw Award. KCAAnimalHealth.com



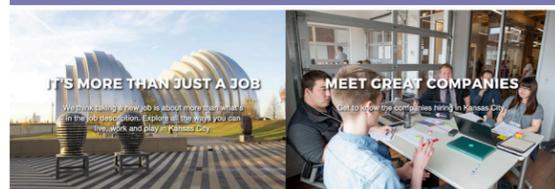
The **KC Animal Health Investment Forum** is one of the only opportunities in the world for early and mid-stage animal health companies to present their business plans to potential investors and strategic partners. This year's event, held on **Sept. 1**, hosted **400** attendees, including 118 animal health companies and 47 investors or financial funds, as 17 emerging animal health companies from across North America, Germany, Australia and Portugal shared their innovative products and technologies. KCAAnimalHealthForum.com

KC NEXT | THE TECHNOLOGY COUNCIL OF GREATER KANSAS CITY

KCnext is pleased to introduce **Chute**, a new way to connect **technology talent** to jobs in Kansas City. Chute showcases the breadth of technology opportunities in KC alongside the distinct cultures and personalities of our region's employers. Kansas City lifestyle assets, employer workspaces and the faces of our region's technology community take center stage on Chute.



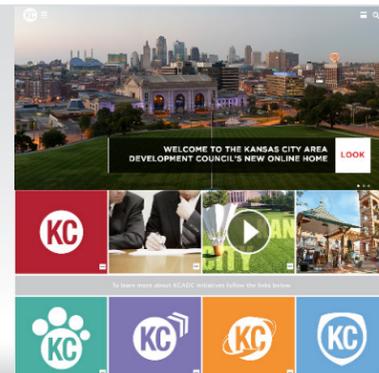
chutekc.com



Because the majority of young professionals today prioritize a **lifestyle** and **workplace culture** over a specific position, companies on Chute show off their unique offices and company values on image-driven profiles alongside social media content and job postings.

Visit chuteKC.com to learn more. | KCnext.com

Explore the All-New **THINKKC.COM**



Ratings & Rankings

ENTREPRENEUR MAGAZINE [AUG. 2015]
KC ranked **No. 4** on Entrepreneur Magazine's list of **Hot Startup Cities** That Aren't San Francisco or New York.

BLOOMBERG BUSINESSWEEK [JULY 2015]
Report based on Zillow database names KC as one of **"six cities where millennials can afford to pay rent."**

SMARTASSET.COM [JULY 2015]
KC named a **Top 10 City for Creatives** due to innovative hubs like the Crossroads Arts District and The Nelson-Atkins Museum of Art.

YAHOO FOOD [JULY 2015]
KC local artisan **Glacé's** chocolate chipotle orange flavor named **one of 25** Ice Cream Flavors You Must Taste to Believe.

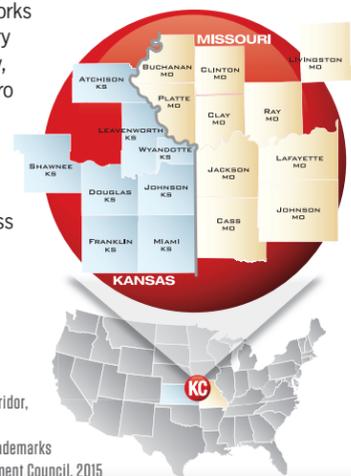
Thank you for ranking the Kansas City Area Development Council **No. 1 "Best in Class,"** for regional economic development organizations across the nation in the latest Development Counsellors International survey.



The **Kansas City Area Development Council** works to attract business, industry and talent to the 18-county, two state Kansas City metro of two million people.

For confidential and professional assistance, please contact our Business Development Team at

THINKKC.COM



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