Trends & Highlights: Missouri Certified Sites Program (MCS)

Mark Dawson, Clinton Economic Development
Kylee Garretson, Missouri Partnership
What Is A Certified Site?

- Shovel Ready
- Job Ready
- No U.S. Standard
- Process-Driven
• All data compiled and certified as accurate
• Current information is available on Location One

• 25 acres
• Controlled by one entity
• Intended for business recruitment, except for retail

• 6” water main
• Industrial capacity sanitary sewer
• 3-phase, 12Kv electric infrastructure

Minimal Specifications
MCS Application Process
Advisory Committee
- Board members (2 CEcDs, 4 EDFPs)
- MODED staff serving as administrator
- Missouri Partnership representative
- MODNR advisor

Supporting Agencies
<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFIs (since 2016)</td>
<td>154</td>
</tr>
<tr>
<td>Site visits (since 2016)</td>
<td>50</td>
</tr>
<tr>
<td>New/Committed companies/tenants</td>
<td>35</td>
</tr>
<tr>
<td>New construction</td>
<td>740,000 sq. ft.</td>
</tr>
<tr>
<td>New jobs</td>
<td>442</td>
</tr>
<tr>
<td>New investment</td>
<td>$254,500,000</td>
</tr>
<tr>
<td>Number of communities</td>
<td>28</td>
</tr>
<tr>
<td>Total sites certified</td>
<td>35</td>
</tr>
<tr>
<td>Total current acreage available</td>
<td>5,500</td>
</tr>
<tr>
<td>Sites sold out</td>
<td>3</td>
</tr>
</tbody>
</table>

Proof In The Numbers
Certification Tips: Think shovel ready
Beware of adjacent uses
Provide clear maps

1,293 acres
Confirm deed and price
Have a team process
Marketing Ideas
“Although the certification process is rigorous and time consuming, the finished product is a very comprehensive document that gives prospect a wealth of information about the site, and shows that the community/landowner is serious about ensuring the site is viable for development.”

“The thoroughness of the certification process made us much more knowledgeable about the site.”

“It has been helpful to have all the site information in one easy to access location.”

“The marketing of the certified site is a positive experience. Especially the Drone video.”