

Pad Sites Available For Sale or Build-to-Suit I-29 & 169 Hwy (SWC), St. Joseph, MO | A Kansas City Suburb



PRIME PAD SITES | CAN BE COMBINED OR SPLIT AS NEEDED



- Motivated seller Bring all offers
- PHASE II 20.65 Acres For Sale can be divided
- Seeking all pad users including Anchor, Junior Anchor, Retail, Office, and Mixed-Use tenants
- Join New Marriott Fairfield Inn and Suites, Speedy's Convenience Store (the #2 store in their entire chain), Subway and Urgent Care. Nearby Anchors include Target, Sam's Club, Walmart Supercenter, and Best Buy and more
- Located approximately 30 minutes north of Kansas City International Airport, St. Joe, MO is a major regional retail hub with a Trade Area that draws from 17 counties, 700,000 people with retail demand exceeding \$3 Billion



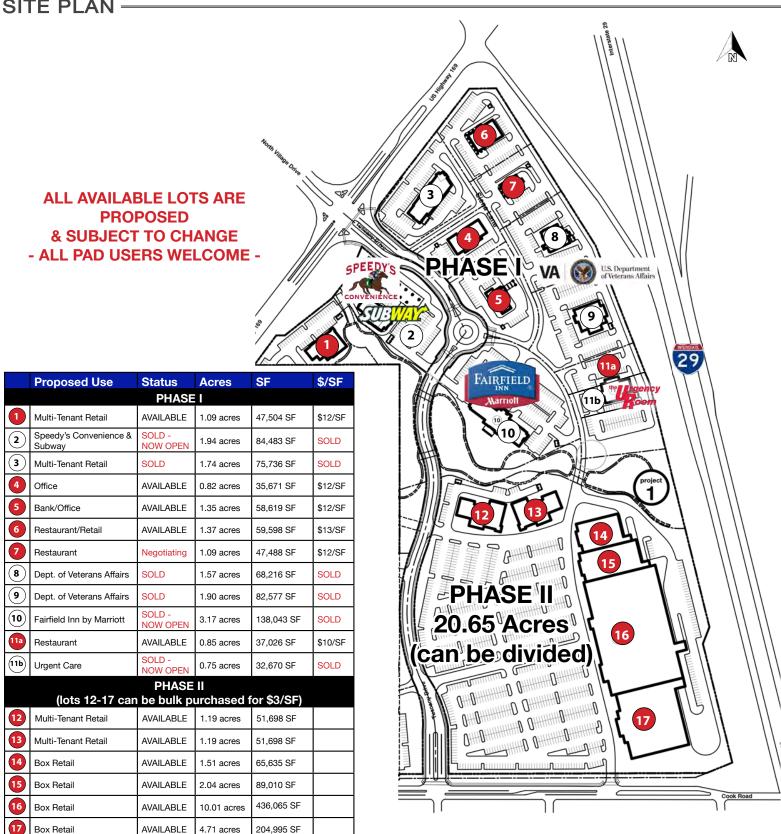
For More Information Contact: Exclusive Agents
MAX KOSOGLAD | 816.412.7363 | mkosoglad@blockandco.com
PHIL PECK, CCIM | 816.412.7364 | ppeck@blockandco.com
DAVID BLOCK | 816.412.7400 | dblock@blockandco.com





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SITE PLAN







Pad Sites Available For Sale or Build-to-Suit I-29 & 169 Hwy (SWC), St. Joseph, MO | A Kansas City Suburb

DRONE PHOTOS



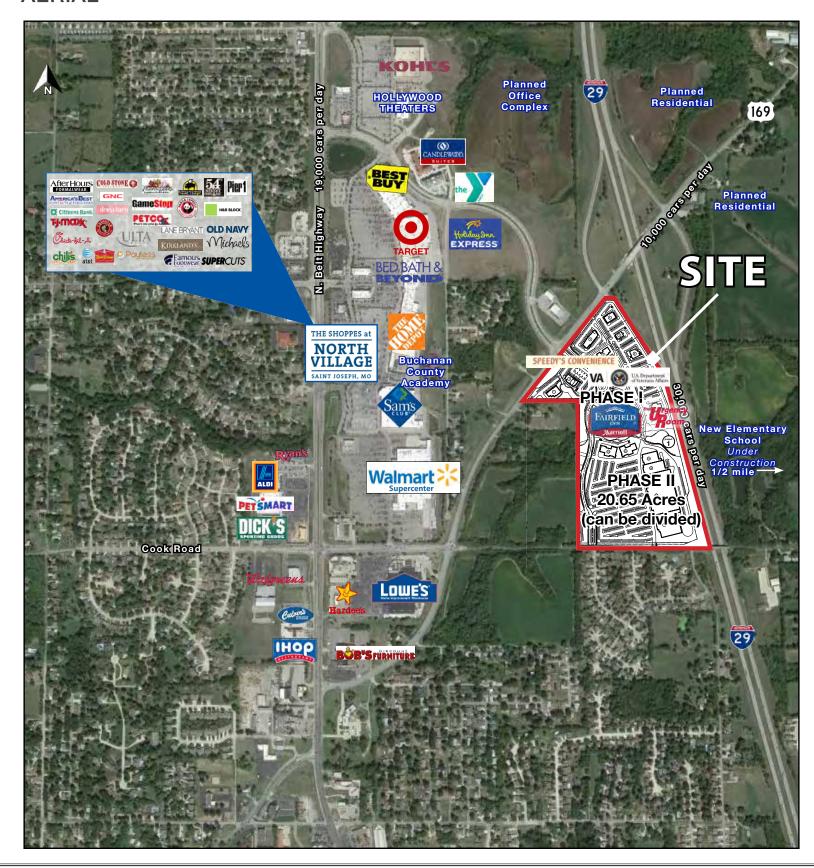






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AERIAL







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PROPERTY PHOTOS



Groundbreaking Ceremony



Groundbreaking Ceremony



Urgent Care



Speedy's Convenience



Speedy's Convenience



Speedy's Convenience



Speedy's Convenience



Fairfield Inn by Marriott



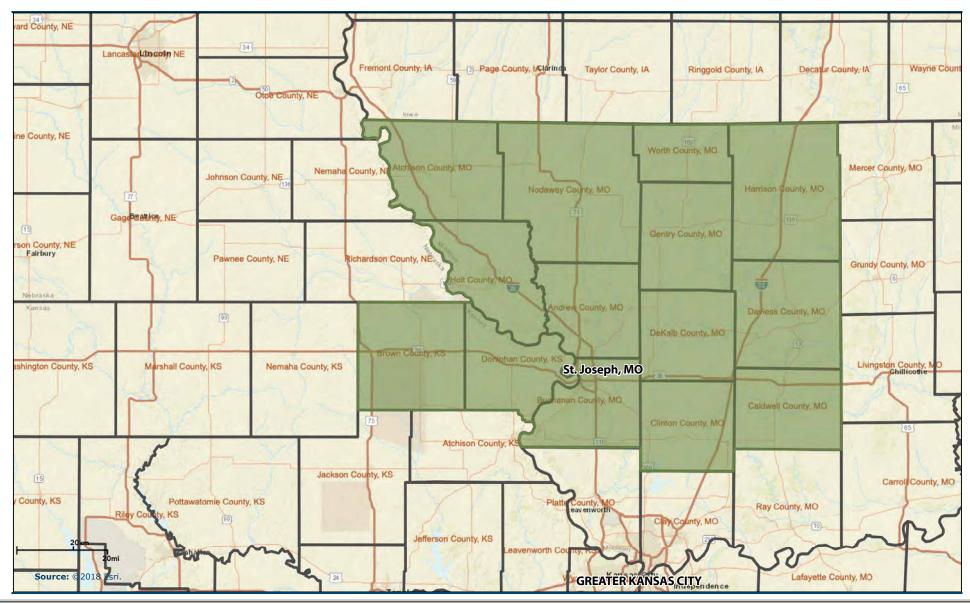
Fairfield Inn by Marriott (Interior)





Pad Sites Available For Sale or Build-to-Suit I-29 & 169 Hwy (SWC), St. Joseph, MO | A Kansas City Suburb 0.6 - 20.65 +/-ACRE PADS AVAILABLE

14 COUNTY TRADE AREA MAP







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14 COUNTY SNAPSHOT FACTS







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ST. JOSEPH, MISSOURI FACTS

- Located approx. 30 min north of Kansas City International Airport, St. Joe, MO is a major regional retail hub with a Trade Area that draws from 17 counties, 700,000 people with retail demand exceeding \$3 Billion.
- #1 consistently growing MSA in Missouri 1977-2011, #3 exporter in Missouri behind Kansas City and St. Louis 2013,
- Retail Strength: Drawing from 17 Counties in the Vibrant Northwest Missouri Region
- St. Joseph is positioned in a network of major interstates and transportation venues that help businesses draw from regional retail strength. Within just one hour in any direction from St. Joseph, retail establishments number more than 7,100, with a total potential of more than \$9 billion.
- The 18-county region has a combined retail demand potential of more than \$3 billion, and a population of nearly 335,000. With national retail opportunities such as Dillard's, J.C. Penney, Sears, Kohl's, Target, Sam's Club, Old Navy, Bed, Bath & Beyond, Menard's, Lowe's and The Home Depot, St. Joseph serves as a retail trade destination for not only St. Joseph and Northwest Missouri, but also from Eastern Kansas and southern Iowa and Nebraska.
- Powerful in the Global Bioscience Industry and Animal Health Corridor:
- No other city in the Midwest offers the agricultural sciences strength of St. Joseph, receiving a No. 4 ranking by location quotient for agricultural sciences industry, as compared to all 324 U.S. metropolitan areas.
- St. Joseph is a nationally-recognized leader in animal health and life sciences, and a pivotal component of the KC Animal Health Corridor where nearly one-third (32 percent) of the \$19 billion global animal health industry is located.
- Regarding both the concentration of agricultural science and life science employment, St. Joseph ranks among the top ten areas in the country and is home to leaders such as Boehringer Ingelheim Vetmedica, Inc. and Triumph Foods.
- The city is built upon a regional workforce drawing from strong Midwestern work ethic historical agricultural innovation, including long-time linkages to several neighboring rural communities that help provide a dedicated, passionate labor base to St. Joseph.
- As a result of a community-wide partnership, St. Joseph's high school graduation rate is 88.6 percent higher than the state rate of 85.7 percent



Source: http://choosesaintjoseph.com/site-selection/





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ST. JOSEPH, MISSOURI FACTS

- Within the Agricultural Research Triangle, several higher educational institutions, including St. Joseph's Missouri Western State University, are directly linked with global research and innovations in the bioscience and technology field. Three quality technical training institutions and collaborative programs with the University of Missouri and Northwest Missouri State University make St. Joseph an educational leader across multiple industries.
- The Missouri Chamber of Commerce in 2014 commissioned Gallup Inc. to perform a study of Missouri Business Dynamics between the years 1977-2011. "Growth slowed over most of that time in each MSA except St. Joseph (one of the top consistently growing MSAs in the country 2001-2011)," it stated in the Gallup report. While every other Missouri MSA saw a decline in either or both employment growth or increase in firms, St. Joseph was the only city to see growth in both categories.
- St. Joseph is ranked as one of top U.S. cities in 2014 Area Development Site and Facility Planning magazine, being named one of its "Leading Locations," "Leading Small Cities," and "Leading Midwest Cities.
- St. Joseph was named the seventh fastest-growing economy in the nation in 2013, as reported by the Conference of Mayors.
- It was fourth in the nation in gross domestic product growth in 2012, as reported by the U.S. Bureau of Economic Analysis.
- St. Joseph is home of two 2010 Malcolm Baldridge National Quality Award winners, an award of national prestige and distinction Nestle Purina Petcare and Mosaic Life Care (formerly Heartland Health).
- While St. Joseph's largest single employer is the hospital system, our city has a diversified employment base which helps to maintain a healthy and growing economy. Major employers range from education to automotive battery production, aerial work platform manufacturing, and animal pharmaceutical research and production.
- Numerous global leaders have operations in St. Joseph and continue to invest and expand, including Nestle Purina Petcare, The Hillshire Brands Co., Hillyard Companies and Boehringer Ingelheim Vetmedica, Inc.
- Declared a manufacturing "hotspot" by Industry Week magazine, St. Joseph has experienced substantial growth in the service sectors as well. Companies such as System Services & Technologies, USA 800, and American Family Insurance have also made large investments in our community.



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Shareholder Insights

Cautiously Optimistic



R. Patt Lilly President & CEO

Caution with a hint of optimism would seem to be the recipe for business in 2019. As I talk to many of our local businesses, they continue to do well and are optimistic about the new year. Most are seeing growth and demand for their services.

Fourth Quarter 2018

With that said, they are cautious about 2019 and beyond. The last several years have been very positive for business in general, but a tight labor market, insecurities about trade and a seemingly dysfunctional federal government have many expressing caution. Even with caution, 2019 should be another good year for St. Joseph businesses.

Announced Projects

NorAm Cold Storage - NorAm is increasing capacity at its Elwood, Kansas, facility, which is the former Affiliated Foods Building. The total project will add approximately 40,000 square feet of freezer space or about 8,000 pallet spots. The project will also add blast freezing capacity. The project is estimated at \$7.3 million in new capital investment. Having NorAm in the St. Joseph area is a key asset for local food companies such as Nestle Purina, Triumph Foods, and others. It is a critical component in efforts to attract other food-related companies to the area.

DuPont, Danisco - DuPont increased efficiencies and automation at the plant with over \$2.6 million in new equipment and construction of new utility building.

LifeLine Foods - LifeLine is expanding its specialty milling capacity. A new 10-ton specialty mill will produce a variety of specialized products to meet enhanced consumer demand. The total estimated capital investment is \$8.8 million.



New Attraction Project

Project Script – Relatively new company, looking to bring one of its production processes to St. Joseph. The company is in the health-related beverage and pharmacy segment and is seeking 8,000 to 12,000 square feet. The company predicts starting with 3 employees and growing to 10 to 12 employees when fully operational.

New Attraction Projects

Project Positive – Small family-owned company, looking at an expansion that would involve a capital investment of approximately \$421,000 to expand its facility and purchase new equipment.

The project is estimated to create eight new full-time jobs with an average annual salary of \$35,563. As a result of the expansion, the company is also looking at a trade-specific, in-housing training program for new and existing employees.

Project Package – The local manufacturing plant management has asked the Economic Development Partnership to assist them with an economic development proposal they hope to submit to their corporate office after the first of the year that would provide some additional capabilities at the local plant.

The project would include an addition to the existing facility along with about \$8 million in equipment and 15 to 20 jobs. The Chamber is currently working with the local group on state and local incentives to create a proposal that hopefully will interest corporate to move forward with the project.

Shareholder Insights



Think Outside the Limits

3003 Frederick Ave. St. Joseph, MO 64506





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September 2018

Connecting the Chamber with members in a monthly news source.

Connections

ST. JOSEPH Chamber of Commerce

The President's Perspective

Fun Facts

As you would probably guess I often get asked about the St. Joseph economy. I will answer questions and offer comments that some people find hard to believe – "You don't mean St. Joseph?" So here are a few facts to consider:

- St. Joseph is the third largest exporter in the State of Missouri with almost \$1 billion in exports annually. This is more than twice as much as Springfield, Mo.
- The average annual wage in Buchanan County (based on full-time employment) now stands at \$44,439 annually. This is an increase of 5 percent from this time last year. In fact, Buchanan County now has the highest average annual wage of any county outside the St. Louis and Kansas City urban areas except for Ralls County. Yes, higher then Greene County, where Springfield is located.
- Manufacturing has always been important to St. Joseph and with good reason. Buchanan County is one of the leading counties for manufacturing in Missouri. Buchanan County's Location Quotient (LQ) is over 2.2. Anything over 1.0 represents an employment concentration greater than the national average. The county's LQ is the highest in Northwest Missouri and in the Kansas City area. In addition, St. Joseph has the third highest manufacturing gross domestic product (GDP) in the State of Missouri.
 - The number of people employed in St. Joseph's metropoli-

tan statistical area continues to grow and hit a new record of 65,099 employed in June of this year.

• The local office of the Missouri Career Center recently reported that there are over 800 open job positions in the St. Joseph area, with 600 of these being in manufacturing. The office only received 128 applications for employment this past month, underscoring the tight labor market and historically low unemployment in St. Joseph.



R. Patt Lilly President & CEO

Yes, I mean St. Joseph!

While these facts offer some insight to the current state of our local economy the reality is, we must continue to focus on attracting new companies and growing new jobs. As we know, and as history has taught us, there will be periods of job loss in the future. But to grow new jobs we must have people to fill those jobs, thus we must also continue to focus on workforce development, to better prepare our future workforce and attract additional talent to St. Joseph. The jobs are here.

And yes, I mean St. Joseph!



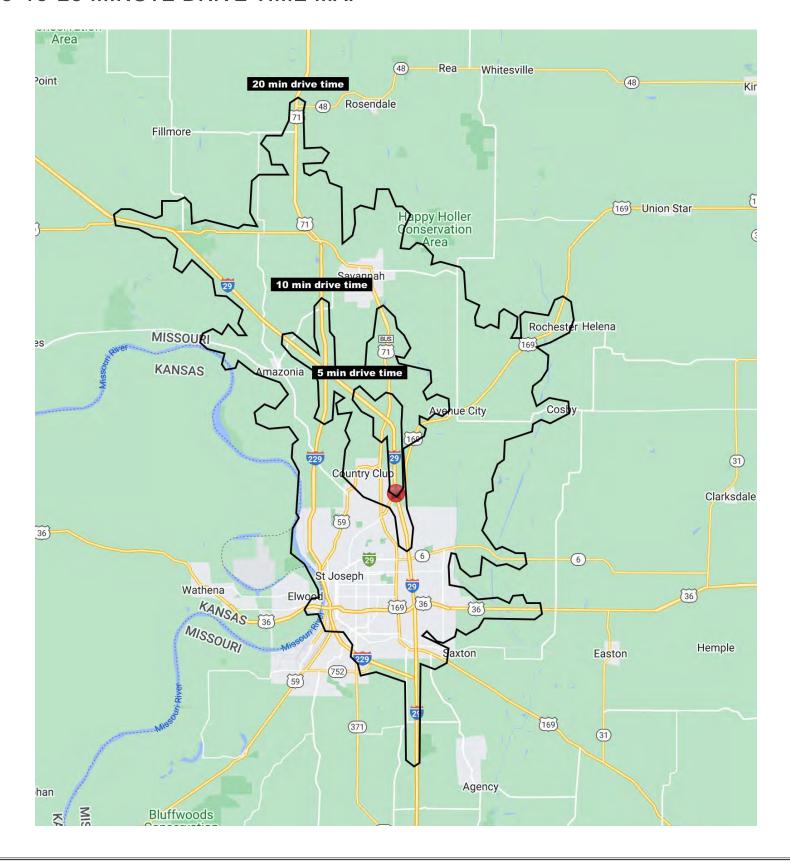
Trying to get work done at coffee shops can be a hassle.

If you are a small business owner, freelancer or other entrepreneur who



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5-10-20 MINUTE DRIVE TIME MAP







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I-29 & 169 Highway St Joseph, MO 64505	5 min drive time	10 min drive time	20 min drive time
Population	<u> </u>		
2023 Estimated Population	233	8,300	78,501
2028 Projected Population	225	7,854	76,106
2020 Census Population	220	8,533	80,046
2010 Census Population	176	8,185	82,810
Projected Annual Growth 2023 to 2028	-0.7%	-1.1%	-0.6%
Historical Annual Growth 2010 to 2023	2.5%	0.1%	-0.4%
2023 Median Age	44.2	39.9	37.9
Households			
2023 Estimated Households	89	3,494	31,614
2028 Projected Households	88	3,281	29,952
2020 Census Households	83	3,574	31,984
2010 Census Households	67	3,354	32,095
Projected Annual Growth 2023 to 2028	-0.3%	-1.2%	-1.1%
Historical Annual Growth 2010 to 2023	2.6%	0.3%	-0.1%
Race and Ethnicity			
2023 Estimated White	92.0%	84.9%	81.8%
2023 Estimated Black or African American	1.5%	5.2%	7.3%
2023 Estimated Asian or Pacific Islander	2.0%	3.4%	3.4%
2023 Estimated American Indian or Native Alaskan	0.3%	0.3%	0.4%
2023 Estimated Other Races	4.2%	6.2%	7.1%
2023 Estimated Hispanic	3.4%	5.7%	6.7%
Income			
2023 Estimated Average Household Income	\$109,715	\$105,420	\$86,740
2023 Estimated Median Household Income	\$101,962	\$77,068	\$62,979
2023 Estimated Per Capita Income	\$42,023	\$44,407	\$35,422
Education (Age 25+)			
2023 Estimated Elementary (Grade Level 0 to 8)	0.8%	1.9%	3.0%
2023 Estimated Some High School (Grade Level 9 to 11)	2.6%	3.1%	6.1%
2023 Estimated High School Graduate	31.0%	33.6%	37.6%
2023 Estimated Some College	19.4%	18.7%	22.0%
2023 Estimated Associates Degree Only	7.6%	7.7%	6.6%
2023 Estimated Bachelors Degree Only	24.3%	22.2%	16.4%
2023 Estimated Graduate Degree	14.1%	12.8%	8.3%
Business			
2023 Estimated Total Businesses	39	313	2,790
2023 Estimated Total Employees	360	2,967	45,575
2023 Estimated Employee Population per Business	9.2	9.5	16.3
2023 Estimated Residential Population per Business	5.9	26.5	28.1

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14 County Trade Area	Trade Ar	ea
Population		
Estimated Population (2020)	220,966	
Projected Population (2025)	215,380	
Census Population (2010)	228,652	
Census Population (2000)	221,716	
Projected Annual Growth (2020 to 2025)	-5,586	-0.5%
Historical Annual Growth (2010 to 2020)	-7,686	-0.3%
Historical Annual Growth (2000 to 2010)	6,936	0.3%
Estimated Population Density (2020)	31	psm
Trade Area Size	7,141.5	•
Households		
Estimated Households (2020)	84,830	
Projected Households (2025)	84,655	
Census Households (2010)	87,930	
Census Households (2000)	85,546	
Estimated Households with Children (2020)	24,672	29.1%
Estimated Average Household Size (2020)	2.44	
Average Household Income		
Estimated Average Household Income (2020)	\$73,432	
Projected Average Household Income (2025)	\$92,967	
Estimated Average Family Income (2020)	\$87,211	
Median Household Income		
Estimated Median Household Income (2020)	\$57,779	
Projected Median Household Income (2025)	\$66,932	
Estimated Median Family Income (2020)	\$71,640	
Per Capita Income		
Estimated Per Capita Income (2020)	\$28,803	
Projected Per Capita Income (2025)	\$37,169	
Estimated Per Capita Income 5 Year Growth	\$8,366	29.0%
Estimated Average Household Net Worth (2020)	\$396,986	
Daytime Demos (2020)		
Total Businesses	6,700	
Total Employees	97,214	
Company Headquarter Businesses	313	4.7%
Company Headquarter Employees	10,507	10.8%
Employee Population per Business	14.5	
Residential Population per Business	33.0	

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14 County Trade Area	Trade Area	
	Hade Al	ea
Race & Ethnicity		-
White (2020)	199,199	90.1%
Black or African American (2020)	8,855	4.0%
American Indian or Alaska Native (2020)	1,501	0.7%
Asian (2020)	2,444	1.1%
Hawaiian or Pacific Islander (2020)	228	0.1%
Other Race (2020)	2,933	1.3%
Two or More Races (2020)	5,806	2.6%
Not Hispanic or Latino Population (2020)	211,475	95.7%
Hispanic or Latino Population (2020)	9,490	4.3%
Not Hispanic or Latino Population (2025)	205,731	95.5%
Hispanic or Latino Population (2025)	9,649	4.5%
Not Hispanic or Latino Population (2010)	221,833	97.0%
Hispanic or Latino Population (2010)	6,819	3.0%
Not Hispanic or Latino Population (2000)	218,327	98.5%
Hispanic or Latino Population (2000)	3,389	1.5%
Projected Hispanic Annual Growth (2020 to 2025)	159	0.3%
Historic Hispanic Annual Growth (2000 to 2020)	6,101	9.0%
Age Distribution (2020)		
Age Under 5	12,580	5.7%
Age 5 to 9 Years	13,277	6.0%
Age 10 to 14 Years	13,604	6.2%
Age 15 to 19 Years	15,001	6.8%
Age 20 to 24 Years	15,709	7.1%
Age 25 to 29 Years	14,338	6.5%
Age 30 to 34 Years	13,472	6.1%
Age 35 to 39 Years	13,551	6.1%
Age 40 to 44 Years	12,750	5.8%
Age 45 to 49 Years	12,340	5.6%
Age 50 to 54 Years	13,110	5.9%
Age 55 to 59 Years	14,878	6.7%
Age 60 to 64 Years	14,856	6.7%
Age 65 to 74 Years	23,223	
Age 75 to 84 Years	12,545	5.7%
Age 85 Years or Over	5,732	2.6%
Median Age	39.3	
Gender Age Distribution (2020)		
Female Population	108,667	49.2%
Age 0 to 19 Years	26,294	24.2%
Age 20 to 64 Years	59,035	54.3%
Age 65 Years or Over	23,338	21.5%
Female Median Age	40.9	
Male Population	112,299	50.8%
Age 0 to 19 Years	28,168	25.1%
Age 20 to 64 Years	65,969	58.7%
Age 65 Years or Over	18,162	16.2%
Male Median Age	37.9	

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14 County Trade Area	Trade Ar	de Area	
Household Income Distribution (2020)			
HH Income \$200,000 or More	2,575	3.0%	
HH Income \$150,000 to \$199,999	3,195	3.8%	
HH Income \$100,000 to \$149,999	11,025	13.0%	
HH Income \$75,000 to \$99,999	12,048	14.2%	
HH Income \$50,000 to \$74,999	18,551	21.9%	
HH Income \$35,000 to \$49,999	11,194	13.2%	
HH Income \$25,000 to \$34,999	8,627	10.2%	
HH Income \$15,000 to \$24,999	8,063	9.5%	
HH Income Under \$15,000	9,552	11.3%	
HH Income \$35,000 or More	58,589	69.1%	
HH Income \$75,000 or More	28,844	34.0%	
Housing (2020)			
Total Housing Units	100,909		
Housing Units Occupied	84,830		
Housing Units Owner-Occupied	58,547		
Housing Units, Renter-Occupied	26,283	31.0%	
Housing Units, Vacant	16,079	19.0%	
Marital Status (2020)			
Never Married	51,777	28.5%	
Currently Married	84,728	46.7%	
Separated	6,854	3.8%	
Widowed	12,649	7.0%	
Divorced	25,497	14.0%	
Household Type (2020)	474.000	77.00/	
Population Family	171,388	77.6%	
Population Non-Family	36,006	16.3%	
Population Group Quarters	13,573	6.1%	
Family Households	55,865		
Non-Family Households	28,965		
Married Couple with Children	15,802	18.7%	
Average Family Household Size	3.1		
Household Size (2020)			
1 Person Households	23,855		
2 Person Households	30,450	35.9%	
3 Person Households	12,734	15.0%	
4 Person Households	10,142		
5 Person Households	4,700	5.5%	
6 or More Person Households	2,948	3.5%	
Household Vehicles (2020)	5004	6.00/	
Households with 4 Vehicles Available	5,634	6.6%	
Households with 1 Vehicles Available	25,039	29.5%	
Households with 2 or More Vehicles Available	54,157	63.8%	
Total Vehicles Available	166,763		
Average Vehicles Per Household	2.0		

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		nı J
14 County Trade Area	Trade Area	
Labor Force (2020)		
Estimated Labor Population Age 16 Years or Over	179,170	
Estimated Civilian Employed	101,853	56.8%
Estimated Civilian Unemployed	3,546	2.0%
Estimated in Armed Forces	197	0.1%
Estimated Not in Labor Force	73,575	
Unemployment Rate	2.0%	71.170
Occupation (2020)		
Occupation: Population Age 16 Years or Over	101,853	
Management, Business, Financial Operations	12,033	11.8%
Professional, Related		18.0%
Service	16,846	16.5%
Sales, Office	22,440	22.0%
Farming, Fishing, Forestry	1,443	1.4%
Construct, Extraction, Maintenance	8,974	8.8%
Production, Transport Material Moving	21,830	21.4%
White Collar Workers	52,760	51.8%
Blue Collar Workers	49,093	48.2%
Consumer Expenditure (2020)		
Total Household Expenditure	\$4.81 B	
Total Non-Retail Expenditure	\$2.53 B	52.6%
Total Retail Expenditure	\$2.28 B	47.4%
Apparel	\$166.58 M	3.5%
Contributions	\$151.96 M	3.2%
Education	\$131.82 M	2.7%
Entertainment	\$267.91 M	5.6%
Food and Beverages	\$714.05 M	14.9%
Furnishings and Equipment	\$166.76 M	3.5%
Gifts	\$112.81 M	2.3%
Health Care	\$418.04 M	8.7%
Household Operations	\$186.61 M	3.9%
Miscellaneous Expenses	\$90.52 M	1.9%
Personal Care	\$64.43 M	1.3%
Personal Insurance	\$32.64 M	0.7%
Reading	\$10.47 M	0.2%
Shelter	\$1.01 B	21.1%
Tobacco	\$31.46 M	0.7%
Transportation	\$880.16 M	18.3%
Utilities	\$367.35 M	7.6%
Educational Attainment (2020)		
Adult Population Age 25 Years or Over	150,794	
Elementary (Grade Level 0 to 8)	4,649	3.1%
Some High School (Grade Level 9 to 11)	9,595	6.4%
High School Graduate	59,920	39.7%
Some College	33,287	
Associate Degree Only	10,393	6.9%
Bachelor Degree Only	21,863	14.5%
Graduate Degree	11,088	7.4%

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14 County Trade Area	Trade Ar	ea
Units In Structure (2020)		
1 Detached Unit	67,337	76.6%
1 Attached Unit	2,546	2.9%
2 to 4 Units	5,534	6.3%
5 to 9 Units	1,549	1.89
10 to 19 Units	1,093	1.29
20 to 49 Units	1,273	1.49
50 or More Units	936	1.19
Mobile Home or Trailer	4,516	5.19
Other Structure	47	-
Homes Built By Year (2020)		
Homes Built 2010 or later	2,333	2.79
Homes Built 2000 to 2009	8,154	9.3
Homes Built 1990 to 1999	9,669	11.0
Homes Built 1980 to 1989	7,759	8.8
Homes Built 1970 to 1979	12,872	14.6
Homes Built 1960 to 1969	9,065	10.3
Homes Built 1950 to 1959	8,051	9.2
Homes Built Before 1949	26,927	30.6
Home Values (2020)		
Home Values \$1,000,000 or More	319	0.5
Home Values \$500,000 to \$999,999	1,417	2.4
Home Values \$400,000 to \$499,999	1,115	1.9
Home Values \$300,000 to \$399,999	3,186	5.4
Home Values \$200,000 to \$299,999	8,234	14.1
Home Values \$150,000 to \$199,999	9,542	16.3
Home Values \$100,000 to \$149,999	11,056	18.9
Home Values \$70,000 to \$99,999	9,976	17.0
Home Values \$50,000 to \$69,999	5,989	10.2
Home Values \$25,000 to \$49,999	4,343	7.4
Home Values Under \$25,000	3,371	5.8
Owner-Occupied Median Home Value	\$133,208	
Renter-Occupied Median Rent	\$516	_
Fransportation To Work (2020)		_
Drive to Work Alone	83,506	82.0
Drive to Work in Carpool	10,022	9.8
Travel to Work by Public Transportation	652	0.6
Drive to Work on Motorcycle	117	0.1
Walk or Bicycle to Work	2,936	2.9
Other Means	836	0.8
Work at Home	3,746	3.7
ravel Time (2020)		
Travel to Work in 14 Minutes or Less	41,505	40.8
Travel to Work in 15 to 29 Minutes	33,135	32.5
Travel to Work in 30 to 59 Minutes	16,759	16.5
Travel to Work in 60 Minutes or More	6,661	6.5
Average Minutes Travel to Work	17.4	

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