



Sunset over Topeka, Kan. and Kansas State Capitol Building on the west edge of the KC metropolitan area.

# KC news

KCNEWS IS A QUARTERLY GROWTH UPDATE FOR THE GREATER KANSAS CITY AREA, KNOWN AS **KCne**.

## KC Animal Health Corridor Wins \$563M Research Lab

**Department of Homeland Security names Manhattan, Kan. its choice for NBAF**

It's official – Manhattan, Kan. is the new home for the **National Bio and Agro-Defense Facility (NBAF)**, a \$563 million lab that will research and develop cures for animal-borne diseases such as BSE (Mad Cow Disease) and Avian Influenza.



On January 13, a record of decision was signed by the Department of Homeland Security (DHS) making the Manhattan site near **Kansas State University** its official new home.

"Kansas has made bioscience research a top priority, and we're focused on using our research strengths to address global bioscience challenges. There is no doubt Kansas is the right partner for the National Bio and Agro-Defense Facility, and we're thrilled the hard work has paid off for our state," said Governor Kathleen Sebelius.

The high-security facility will house research on diseases that pose the potential to impact the U.S. food supply and human health. DHS expects construction to begin on the Manhattan site in 2010 and be fully operational in 2015.

Constructing the facility will create more than 1,600 temporary jobs with an estimated payroll of \$85 million. At completion the lab will have close to 300 employees including high-level research positions.

"This is the economic development equivalent of putting a man on the moon," said Bob Marcusse, president and CEO of the Kansas City Area Development Council.

Currently, NBAF resides on Plum Island, New York, where it first began conducting research on emerging food safety threats in 1954 when foot and mouth disease appeared.

The DHS began its search for a replacement site three years ago when it realized the current facility's structure and equipment was not efficient to handle emerging diseases. DHS launched a site location search with nearly 30 communities that expressed interest in the lab. It narrowed down the list to the Manhattan site.

A group effort of public and private representatives actively promoted the region during the selection process. Kansas State's research assets, especially the **College of Veterinary Medicine and Biosecurity Research Institute**, helped propel the site to the top of the list.



"I've been working on establishing Kansas as a leader in agriculture, animal health and biosecurity since 2001," said U.S. Senator Pat Roberts in a *Kansas City Star* article. "We are the best location for NBAF."

*Research Lab, continued bottom of page 3*

## Coleman Co. Sets Up Camp in KC

**1.1M-sq.-ft. distribution center slated for Gardner, Kan.**

Just last month, **Coleman Co., Inc.** announced its plans to locate a 1.1-million-square-foot distribution center in Gardner, Kan. The Wichita, Kan.-based manufacturer of outdoor camping gear plans to create 180 jobs and invest more than \$43 million in the KC region.

"Coleman's announcement is verification of Kansas City's benefits when it comes to international trade and logistics," said Tim Cowden, senior vice president of business development, Kansas City Area Development Council. "When a well-known international company like Coleman makes a major investment, it makes a big statement to the rest of the industry."



Coleman's distribution center will be the first tenant in the **Midwest Commerce Center**, a new 151-acre industrial park. The company expects the facility to be complete by late 2009.

"We are very fortunate that Coleman chose Midwest Commerce Center and look forward to providing a superior facility that will contribute to their ongoing success and growth," said Paul Licausi, president of **LS Commercial Real Estate**, which manages Midwest Commerce Center.

The area's investment in intermodal facilities and transportation infrastructure helped attract Coleman to the KC area. Located near the Midwest Commerce Center, the

KC Logistics Park is an intermodal facility served by BNSF Railway. The \$716 million development will have an accompanying industrial park developed by **The Allen Group**. It will offer more than 7 million square feet of warehouse space.



"It's the real kickoff to what we believe will be substantial growth and development around the intermodal center," said Tom Riederer, president of the **Southwest Johnson County Economic Development Corporation** as quoted in *The Kansas City Star*.

Kansas City continues to rise to the top of the list for distribution center sites. Coleman's decision makes it the largest distribution center by square feet to locate in the KC area in 2008. Though it is in a league of its own, the facility is the second big-box distribution center to land in the Kansas City region in 2008. In May, Pure Fishing announced it would locate a 420,000-square-foot distribution center in Kansas City, Mo.

"For Kansas City to see deals of this magnitude land during a troubled financial market it is a testament to the strength of this region for transportation and logistics," said Chris Gutierrez, president of **KC SmartPort**.

The KC region's central location and high-quality transportation infrastructure makes a strong case for companies reevaluating their transportation and logistics strategies.

*Coleman, continued on page 4*

## KC Region Welcomes New Science and Technology Park

**Missouri Innovation Park at Blue Springs to be anchored by University of Missouri**

The **Blue Springs Economic Development Corporation (EDC)** and the **City of Blue Springs, Missouri**, recently announced the development of the **Missouri Innovation Park at Blue Springs**. This 500-acre science and technology park will provide a new regional center for knowledge-based innovation and commercialization in Western Missouri.



Located on a site near Interstate 70 and the Adams Dairy Parkway Interchange, the Missouri Innovation Park will be anchored by the **University of Missouri (MU)**'s Mizzou Innovation Center. The Mizzou Center will ultimately provide the basis for scientific collaboration and commercial innovation links between the MU campus in Columbia and the research and private industrial

community that will locate at the Park.

"History has shown that innovation springs from difficult and uncertain financial and societal times, and this collaboration is a perfect example of this opportunity," MU Chancellor Brady Deaton said. "Some potential opportunities we are exploring include expansion of existing research relationships in the area and increased collaboration among MU, the University of Missouri-Kansas City, Kansas City-based scientific institutions and business support organizations."

The Blue Springs EDC, City of Blue Springs and **KCP&L** have provided initial seed capital for the project. A combination of public tax increment financing, other economic development financing tools, private financing arranged by the developer, and other funding sources are being sought out for the acquisition of additional land and build-out of the operational infrastructure.

"The early financial backing of the City of Blue Springs and KCP&L has allowed us to obtain much of the key real estate that will comprise the Missouri Innovation Park,"

*Innovation Park, continued top of page 2*



*"History has shown that innovation springs from difficult and uncertain financial and societal times, and this collaboration is a perfect example of this opportunity"*

– University of Missouri Chancellor Brady Deaton

*Innovation Park, continued from page 1*

said Brien Starner, president, Blue Springs EDC. "The location also offers the added amenity of the Adams Dairy Golf Course which we may use for future expansion opportunities."

The development of the Innovation Park will maximize opportunities that result from scientific discoveries coming out of the MU campus and throughout the entire Kansas City region in collaboration with the private sector.

"This opportunity provides a long-term and unique economic strategy for the City of Blue Springs and for the surrounding communities to enhance our education systems and add high quality jobs," said City of Blue Springs Mayor Carson Ross.

In collaboration with the research expertise at MU, the EDC and the City will attract a broad array of science and technology research organizations at all stages of development. These efforts will especially focus on the

resources within the Kansas City area in the animal health and alternative energy sectors.

"The planned Missouri Innovation Park will be a great asset for our region as we see more and more early-stage companies in the life sciences and animal health industries seek opportunities to root and grow in the Kansas City area," said Lynn Parman, vice president of life science and technology development, Kansas City Area Development Council.

Next steps include the release of a request for qualifications (RFQ) to national public development partners to provide planning, development, management, financing expertise and resources for the project. The planning phase for the project is expected to last 90 to 120 days. An 18-24 month design and development period will follow before initial development operations begin.

For more information, please visit [bluespringsedc.com](http://bluespringsedc.com).



The Missouri Innovation Park in Blue Springs, Mo. will eventually cover more than 500 acres and offer unique university research partnerships.

**KC SMARTPORT**  
AMERICA'S INLAND PORT SOLUTION

Keeping you up-to-date with information about the transportation, distribution and logistics industries in the greater Kansas City metro area.

**KC SmartPort** and the **MidAmerica Regional Council (MARC)** teamed with consultant TransSystems to conduct the Kansas City Regional Freight Outlook. A draft section of the study was released in early December 2008, offering the first look at an analysis of 27 U.S. markets with which the KC region competes on transportation-related assets.

Key findings include:

- Highway accessibility is one of the most important factors for advancing the freight industry. Kansas City is a leading city for accessibility due to its proximity to three major interstate highway systems, direct railroad access and low levels of traffic delays.
- Due to its central location in the U.S. and connectivity to major markets, Kansas City has the best transportation cost profile overall.
- Kansas City is a major competitor in transportation-intensive industries including those in warehousing and distribution centers.



**2008 Deal Summary**

**Pure Fishing**, an Iowa-based company, built a 420,000-square-foot distribution facility near Kansas City International Airport. The new center created 80 new jobs in the area.

**Coleman Co.**, the Wichita-based manufacturer of outdoor sports and camping equipment, will open a \$43 million facility in Gardner, Kan. Expected to be fully operational in 2010, the 1.1-million-square-foot facility will bring 180 jobs to the area.

The Kansas City region's ability to meet the speed to market requirements of these two companies stood out among the competition and resulted in their investment in the area.

The total square footage from industrial deals in 2008 was 2,044,000, up from 1.5 million square feet in 2007.

**KC 2.0 UPDATE**

**KC2.0** is a talent recruitment marketing program to attract and retain the best and brightest workforce for the KC region.



**IN THROUGH THE OUT DOOR**

Recent corporate downsizings in the Kansas City region have created an unmatched opportunity for business relocations requiring highly skilled workers in **FINANCIAL SERVICES, TELECOMMUNICATIONS and INFORMATION TECHNOLOGY.**

**THINK KC**  
LABOR FORCE OPPORTUNITY

**Workforce Opportunity**

A recent office closing has resulted in the availability of more than 300 insurance associates. Nearly half (140) are Loan Officers. Remaining skill sets include underwriters, processors, closers and administrative professionals.

For more information on this opportunity, please contact Andrew Nave, **Overland Park Economic Development Council** at [anave@opks.org](mailto:anave@opks.org) or 913.491.3600.

**Tools You Can Use**

Visit [KC2-0.com](http://KC2-0.com) for a full list of products and services available through the KC2.0 program. For a comprehensive online KC tour for new or potential employees, visit [LiveWorkKC.com](http://LiveWorkKC.com).

**KC ANIMAL HEALTH CORRIDOR**  
u p d a t e

**Recruitment News**

The **North American** and the **Western Veterinary** conferences in Orlando and Las Vegas are the largest gatherings of the animal health industry in the U.S. They provide the KC Animal Health Corridor one of the best opportunities to network and build relationships with world-renowned animal health companies.

As a result of receptions hosted in 2008, KCADC was able to source and announce new investment in the KC region by CATalyst Council and North American Pet Health Insurance Association (NAPHIA).

This year, 20 partners traveled with KCADC to the NAVC in January, and 25 will attend the WVC in February. Each reception is expected to attract over 200 executives.

**What the World is Saying**

"The state (of Kansas) has a unique understanding of the importance of the NBAF research mission because of its deep agricultural heritage ... an unmatched concentration of global animal health companies." *Animal Pharm*, 12.15.08 (see related story on pg. 1)



**Corridor Successes**

Since the launch of the Corridor in 2006, the KC region has successfully attracted the following animal health companies:

- **IdentiGEN** – North American headquarters and commercial laboratory
  - **Synbiotics Corporation** – Relocated headquarters and R&D
  - **U.S. Animal Health Association** – Relocated headquarters
  - **MWI Veterinary Supply** – New Midwest distribution center
  - **Endres Processing** – New animal nutrition production facility
  - **North American Pet Health Insurance Association** – Headquarters
  - **CATalyst Council** – Headquarters
  - **SOMARK Innovations** – R&D center
  - **IMULAN BioTherapeutics** – Headquarters and R&D
  - **National Bio & Agro-Defense Facility** – Federal research lab
- Visit [KCanimalhealth.com](http://KCanimalhealth.com) for more information.

# IMULAN BioTherapeutics Brings HQ to KC

**Animal health industry concentration attracts investment to St. Joseph, Mo.**

**IMULAN BioTherapeutics**, a pioneering animal health company, will relocate its headquarters and operations from Prescott, Ariz. to St. Joseph, Mo. The company is the first tenant in the new Christopher "Kit" Bond Science and Technology Incubator in St. Joseph, Mo.

IMULAN cited the region's strong veterinary schools as a key factor in its decision.



"We have been working with the Animal Health Corridor for almost two years. We realized from day one that this environment has more to offer than anywhere else in the world," said Dr. Craig Woods, founder and CEO of IMULAN BioTherapeutics, and a graduate of the University of Missouri's College of Veterinary Medicine. "Our proximity to comparative medicine and veterinary programs, combined with strong state and local support, is a catalyst for IMULAN's

growth and contributions to animal health."

The St. Joseph operation will handle research and development, clinical trials, sales and marketing. The Corridor's large animal health workforce provides IMULAN with a world-class talent pool to grow its operations and employee base in the future.

"We are excited to have IMULAN BioTherapeutics join our already impressive cluster of animal health companies in the St. Joseph community. We foresee a promising future for this company and look forward to assisting them during their term in our business incubator and hopefully into their own facility in St. Joseph in the not too distant future," said Ted Allison, president and CEO of the **St. Joseph Area Chamber of Commerce**.

The 26-acre Christopher "Kit" Bond Science and Technology Incubator opened its doors several months ago on the campus of Missouri Western State University, which donated the land for the project. The U.S. Department of Commerce's Economic Development Administration and the Missouri

Technology Corporation provided important funding for the facility. The new incubator is part of a larger initiative to strengthen and grow the life sciences and animal health industry in Missouri.

"IMULAN is the perfect example of the type of company that we want to grow in Missouri," said Rob Monsees, executive director of the Missouri Technology Corporation. "Coupled with Dr. Woods' tie to the University of Missouri, and the innovative products IMULAN has brought to market, the KC Animal Health Corridor has landed the perfect match."

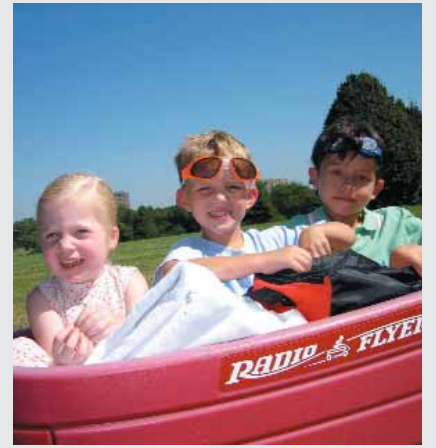
KCADC worked with the following partners to bring IMULAN to the KC Animal Health Corridor: **Buchanan County, Institute of Industrial and Applied Life Sciences, Kansas City Area Life Sciences Institute, Missouri Department of Economic Development, Missouri Technology Corporation, Missouri Western State University, St. Joseph Area Chamber of Commerce and KCP&L.**

For more on this company, visit [imulan.com](http://imulan.com).

## KC area RATINGS & RANKINGS

**Business Week** [11.2008]

**KC Communities Rank Nationally for Families:** Overland Park, Kan. and Lee's Summit, Mo. earned spots in *Business Week* magazine's "Best Places to Raise Your Kids," due to affordability, safety and school performance.



**Forbes** [12.2008]

**Kansas City:** One of America's "Comeback Capitals"

Kansas City is among 10 cities still growing following a substantial population loss after 1950. It expanded its demographic and economic power and continues to revitalize its urban core.

# BioTarget Locates R&D in KC

**Company will partner with KU Medical Center researchers on cancer treatment**

**BioTarget**, a Nebraska-based company specializing in cancer treatments, will lease space for a new research and development facility on the **University of Kansas Medical Center** campus.



Scheduled to open in the spring, it will bring 13 new jobs and \$1 million in capital investment to the area.

The 1,100-square-foot facility will be housed in the Kansas City Biotech Development Center allowing BioTarget to partner with KU Medical Center researchers. BioTarget's primary research involves preclinical studies to identify and characterize cancer biomarkers for in vitro diagnostic applications.

"This partnership is expected to generate novel diagnostic and delivery systems and accelerate commercialization of nanomaterials for in vitro and in vivo diagnostics in oncology and other fields," said Luis Nunez, chief science officer for BioTarget. "We're excited for the chance to work with the University of Kansas, and we appreciate the support of the various economic development groups that helped make this project possible."

The Kansas Department of Commerce, KU Medical Center and the **Kansas Bioscience Authority** provided financial and technical assistance. **The Wyandotte Economic Development Council** and the Kansas City

Area Development Council gave additional technical support to the project.

**Kansas Department of Commerce** Secretary David Kerr said, "BioTarget is a cutting-edge company that's doing some great things in cancer research and treatment, and we're excited for the company to join our state's world-renowned bioscience cluster."

BioTarget was formed to commercialize an advanced innovation in biomaterial encapsulation technology that improves the sensitivity, functionality, efficiency and cost of in vitro diagnostic testing. The innovative technology has revolutionized the delivery systems for therapeutic drugs allowing pharmacological agents to be delivered to targeted cells and proteins, chemotherapy, DNA and molecular inhibitors.



"Cancer is the number one priority at the University of Kansas, and the work that BioTarget is doing is in line with our efforts to achieve National Cancer Institute designation as a Cancer Center," said Paul Terranova, PhD, vice chancellor for research at KU Medical Center. "We are glad that BioTarget has recognized our strength in research and, particularly, in cancer drug development and decided to partner with us here in Kansas."

For more on this company, contact [ABoris@BioTarget.net](mailto:ABoris@BioTarget.net).



Students enter the University of Kansas Medical Center, the new home for BioTarget's research and development facility.

*Research Lab, continued from page 1*

Manhattan, Kan., anchors the west end of the **KC Animal Health Corridor**, which stretches from Manhattan, Kan., to Columbia, Mo. The Corridor's unmatched concentration of animal health companies and research capabilities in vaccines and food safety caught the eyes of the DHS officials.

Researchers at the NBAF facility will have the opportunity to partner with Kansas State's

Biosecurity Research Institute to develop solutions to disease threats. The facility is close to numerous vaccine manufacturers that can help bring these solutions to market.

"The Corridor has all the resources the NBAF facility needs from research support to commercialization capabilities," said Joerg Ohle, president and general manager of Bayer's Animal Health division. "The KC Animal Health Corridor is the place to

be for superior animal health research."

The KC Animal Health Corridor is home to the largest concentration of animal health industry assets in the world. More than 125 companies are located in the Corridor, with 37 companies headquartered in the region. Global sales generated from companies in the Corridor represent a third of the worldwide \$16.8 billion industry. Visit [KAnimalhealth.com](http://KAnimalhealth.com).

## What the World is Saying .....

**Art in America** [10.2008]

"With these additions (the Bloch Building and Nerman Museum at JCCC), Kansas City is a great place to see art, and for many decades it has been a good place for young artists to study."



"The Bloch Building is breathtaking. Unlike many new high profile museums, it is determinedly serene in a way that defers to the artworks."

"A supportive community of artists, respected museums, low rents and an innovative philanthropic apparatus are the big pluses of the Kansas City scene."

For site location information, statistics, lifestyle and career profiles, KC regional news and events visit:

**THINK KC.COM**



COMMUNITY PROFILE | **Kansas City, Missouri**

The city of **Kansas City, Mo.** is the largest city in the greater KC metropolitan area. Encompassing portions of four counties and 314 square miles, Kansas City, Mo. is home to more than 450,000 residents and a labor force of nearly 236,000.



Kansas City, Mo. is home to the region's urban core, as well as key elements of its history, culture, arts and entertainment. Downtown Kansas City has seen more than \$5 billion in new investment since 2003 with the addition of the new Sprint Center arena, Kauffman Center for the Performing Arts, seven-block entertainment and retail district, new headquarters for H&R Block, and a doubling of residential units.

**Crossroads of the Nation**

Kansas City, Mo. benefits from the intersection of three major interstates, the busiest rail artery in the nation and the largest air cargo facility in a six-state region. On the north end of the city, Kansas City International Airport offers one of the area's largest intermodal developments – **KCI Intermodal Business Centre**, covering 800 acres and offering 5.4 million square feet at final build out. At the south end, the **CenterPoint-KCS Intermodal Center** sits on 970 acres and will ultimately comprise five million square feet of warehouse and industrial facilities. An adjacent 380-acre site houses a Kansas City Southern Railway intermodal facility offering service to portions of the U.S. and a major deep water port in Mexico.

Pure Fishing recently invested in a 420,000-square-foot, \$16 million distribution facility near KCI in the Skyport Business Park.

**Doing Business**

Kansas City, Mo. has a diverse economy with concentrations in the financial sector, architecture, engineering, manufacturing and healthcare. The city is home to the corporate headquarters for **Hallmark Cards, DST Systems, Inc. and American Century Investments.** Major employers include **AT&T, HCA Midwest Health System, Children's Mercy Hospitals and Honeywell Manufacturing.** Companies involved in distribution, animal health and agriculture all invested in Kansas City, Mo. in 2008.

**Kansas City International Airport** is one of the most traveler-friendly airports in the nation, with the ability to land executives on either coast in three hours and offers regular flights to Canada and Mexico.

For more information on Kansas City, including details on available development incentives and business assistance, please visit the **Economic Development Corporation of Kansas City, Missouri** online at [edckc.org](http://edckc.org).



available **KC** REAL ESTATE

**NKC TECH CENTER**  
North Kansas City, Mo.



North Kansas City's vintage industrial buildings have attracted major adaptive-reuse and "green" projects resulting in many major new and expanding business announcements. The 120,000-square-foot NKC Tech Center, at 1600 Swift St., is one of many rehabilitation projects underway. It features open-loop geothermal HVAC, a city-owned linkCity fiber optic system and close proximity to neighboring shops, services and residences.

Contact Jeff Samborski, [jj Samborski@nkc.org](mailto:jj Samborski@nkc.org) or 816.274.6040

**FORMER CAPITAL ONE OFFICE BUILDING**  
Overland Park, Kan.



This 185,000-square-foot, five-story office building has recently come on to the market. One of the premier, Class-A office buildings in Johnson County, this former Capital One divisional headquarters was built in 2006. The ten-acre site in the Deer Creek Office Park overlooks US-69 Highway and has immediate access to the entire metropolitan region.

This recent office closing has also offered an additional workforce opportunity in the KC area (see related story on pg. 2).

Contact Greg Swetnam, Kessinger/Hunter, [gswetnam@kessingerhunter.com](mailto:gswetnam@kessingerhunter.com) or 816.936.8510

*Coleman, continued from page 1*

A company has the ability to reach 98 percent of the U.S. customer base in a two-day truck drive.

The construction of three regional intermodal facilities including Logistics Park KC, CenterPoint-KCS Intermodal Center and KCI Intermodal Business Centre has attracted national attention. The facilities will continue to play a significant role in new business attraction.

KCADC has focused aggressively on attracting logistics-related companies since the formation of KC SmartPort more than six years ago. KCADC and KC SmartPort were proud to partner with the following organizations to locate Coleman's distribution center to KC: **LS Commercial Real Estate; City of Gardner, Kansas; Southwest Johnson County Economic Development Corporation; State of Kansas; KCP&L; Kessinger/Hunter & Co., LC; and Clayco, Inc.**

**KC**  
**kansas city**  
AREA DEVELOPMENT COUNCIL

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

For confidential and professional assistance, please call our Business Development Team at 1.888.99KCADC, or fill out an information request form at [www.thinkKC.com](http://www.thinkKC.com)



ThinkKC, ThinkOneKC, OneKC and Smart City are registered trademarks held by the Kansas City Area Development Council representing the Kansas City Area. 2009

**KC** Networking OPPORTUNITIES

Network with KCADC staff and regional partners at the following industry conferences and exhibitions this quarter:

**Real Estate Industry Logistics Association Annual Conference**  
February 8-11  
Dallas, Texas

**Western Veterinary Conference**  
February 15-19  
Las Vegas, Nevada

**AFCOM Data Center World Conference**  
March 8-12  
Las Vegas, Nevada

**CoreNet Global**  
April 26-28  
Dallas, Texas

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**David Fowler**  
Managing Partner  
KPMG, LLC

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**Martin Mini**

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**WRITERS**  
**Rene Ward, Mary Noulles**

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**DESIGNER**  
**Kirk Buster**

**MASTHEAD PHOTO**  
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