

# AGRICULTURAL CHEMICAL MANUFACTURING IN HANNIBAL, MISSOURI

## WHY HANNIBAL?

- ▶ **Convenient transportation system** of air, rail, port and highways.
- ▶ **106,000-strong labor force** within a 45-minute commute.
- ▶ **Good work ethic** and low employee turnover.



## Long History of Ag-Chem in Hannibal

Located along the Mississippi River, close to markets and suppliers in more than eight states, Hannibal offers a business-friendly environment, low barriers to entry, and reliable utility service. The agricultural chemical industry is accepted and supported in the region, with assets necessary for safe and successful operations. Local employees, known for their work ethic, are supported by workforce training and educational programs notable for ag-tech, food processing, manufacturing and logistics.

### SPOTLIGHT ON BASF



We create chemistry

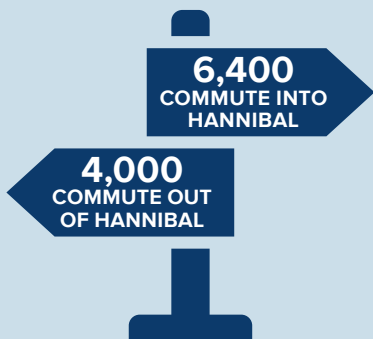
BASF, a leading chemical company, has been a valued employer in the Hannibal region for 55 years. The company produces a range of herbicides, insecticides, and fungicides for crops and weed control at its plant located roughly 12 miles north of the city.

# Business Environment

## SURROUNDING POPULATION



## DAILY COMMUTING WORKFORCE



## Wage Rates

### SELECTED AG-CHEM OCCUPATIONS

| OCCUPATION                          | NORTHEAST REGION * |
|-------------------------------------|--------------------|
| 19-2041 Environmental scientist     | \$24.20            |
| 19-4031 Chemical technician         | \$30.16            |
| 19-4042 Environmental science tech. | \$17.06            |
| 51-9011 Chemical equipment tender   | \$20.53**          |

Source: Bureau of Labor Statistics May 2019 Metropolitan and Nonmetropolitan Area Occupational Employment and Mean Wage Estimates for Northeast Region (North Missouri Nonmetropolitan Area).  
\*Hannibal is in Northeast Region.  
\*\*Avg of St. Louis and Springfield MSAs

## Training Resources

### MOBERLY AREA COMMUNITY COLLEGE

Five locations including Hannibal, 6,000 students, Associate and certificate options.  
*Food processing, manufacturing, ag tech, logistics, truck driving, engineering, IT, cybersecurity*

### JOHN WOOD COMMUNITY COLLEGE (JWCC)

In Quincy, IL (22 miles), 1,600 students, degree and trade certificate options.  
*Agriculture (crop production, agribusiness, machinery, and animal sciences), manufacturing*

### HANNIBAL LAGRANGE UNIVERSITY

In Hannibal, 1,200 students, private four-year Christian university.  
*Engineering, computer info systems*

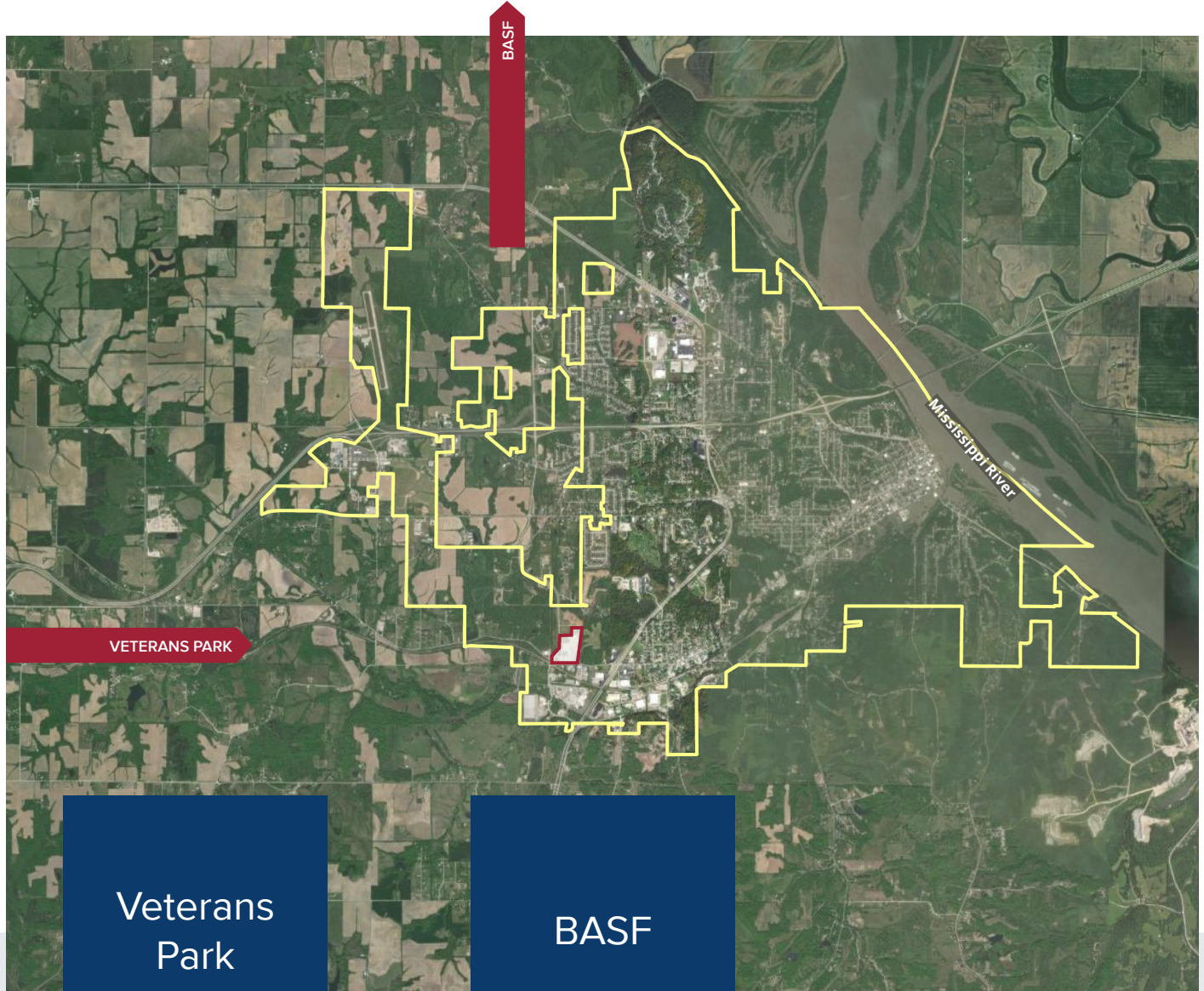
### CULVER-STOCKTON COLLEGE

In Canton, MO (40 miles), 975 students, private four-year Christian university.  
*Chemistry, IT, Supply Chain Management, Business*

### HANNIBAL CAREER AND TECHNICAL CENTER

Public school program for middle and high school students. Technical and on-the-job training.  
*Ag technology, food sciences, food processing*

# Best Business Parks for Ag-Chem Manufacturing



## Veterans Park

### CURRENT FEATURES

- ▶ 25 acres, level
- ▶ Electric, gas, water, sewer on site

### BEST USES

- ▶ Smaller Manufacturing
- ▶ Food Processing

## BASF

### CURRENT FEATURES

- ▶ 1,200 acres, heavy industrial
- ▶ Privately held, preferred uses
- ▶ Rail and port services
- ▶ Utilities, fire department, industrial security services

### BEST USES

- ▶ BASF Supply Chain



BASF site, 12 miles north of Hannibal

# Road, Rail, River and Air



## ROAD

- ▶ 4-lane highway systems: combined 40,000 vehicles through Hannibal daily
- ▶ Chicago-Kansas City Expressway (I-72)
- ▶ Avenue of the Saints (US-61)



## RAIL

- ▶ BNSF & NS access to local businesses
- ▶ Connectivity to intermodal services in St. Louis and Kansas City (2nd and 3rd largest railroad terminals in the U.S.)



## RIVER

- ▶ Mississippi River at city's edge
- ▶ Public Port
- ▶ Barge shipping opportunities
- ▶ Process water capabilities nearly unlimited



## AIR

- ▶ Executive jet: (fuel, hangars, tiedowns, lounges): Hannibal Regional Airport (KHAE)
- ▶ Commercial service 30 minutes (Quincy)
- ▶ International service 90 minutes (St. Louis)



## DISTANCE (MILES)

|               |     |
|---------------|-----|
| ST. LOUIS     | 117 |
| KANSAS CITY   | 212 |
| DES MOINES    | 230 |
| CHICAGO       | 300 |
| INDIANAPOLIS  | 311 |
| OMAHA         | 325 |
| MILWAUKEE     | 377 |
| LOUISVILLE    | 379 |
| FT. WAYNE     | 390 |
| MEMPHIS       | 392 |
| WICHITA       | 409 |
| TULSA         | 419 |
| CINCINNATI    | 420 |
| NASHVILLE     | 428 |
| MINNEAPOLIS   | 445 |
| COLUMBUS      | 482 |
| OKLAHOMA CITY | 521 |
| DETROIT       | 554 |