

# DATA CENTERS IN HANNIBAL, MISSOURI

## WHY HANNIBAL?

- ▶ **106,000-strong labor force** within a 45-minute commute
- ▶ **100 gig fiber** network expanding to full community
- ▶ **Central time zone**
- ▶ **100 MW** substation onsite



## A Firm Foundation for Small Data Center Operations

The Hannibal area has the platform on which small data center operations can be established and prosper. Area assets aligned with data centers include:

- ▶ Lakeside Technology Park, a planned industrial development aligned with the stringent operating environment requirements of many data center operations.
- ▶ 100 Gig fiber in Lakeside Technology Park and will soon be communitywide.
- ▶ Dedicated, reliable labor force.
- ▶ Established training programs in Information Technology (IT).
- ▶ Competitive operating costs including labor, real-estate, and taxes.

### SPOTLIGHT ON SC CONTACT CENTERS



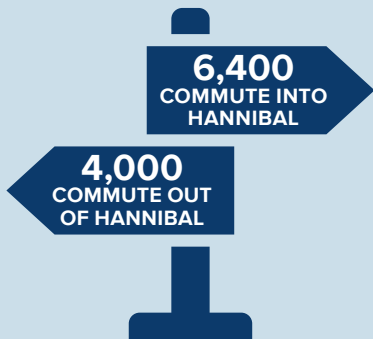
SC Contact Centers, with approximately 600 employees and 350 work stations, has operated in Hannibal over 20 years, providing customer service, payment services, and order taking. Approximately 80% of their seasonal workforce returns year after year.

# Business Environment

## SURROUNDING POPULATION



## DAILY COMMUTING WORKFORCE



## Wage Rates

### SELECTED DATA CENTER OCCUPATIONS

OCCUPATION	NORTHEAST REGION *
15-1244 Computer system admin	\$33.69
15-1231 Computer network specialist	\$21.40
15-1299 Computer occupations, other	\$37.22
41-1012 First-line supervisors of sales workers	\$41.37
41-4012 Sales representatives of services	\$24.46
43-4051 Customer service representatives	\$16.86
43-9041 Insurance claims and policy processing clerks	\$13.01

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.

## Training Resources

### MOBERLY AREA COMMUNITY COLLEGE

Five locations including Hannibal, 6,000 students, Associate and certificate options.  
*Engineering, IT, cybersecurity, business, STEM*

### JOHN WOOD COMMUNITY COLLEGE (JWCC)

In Quincy, IL (22 miles), 1,600 students, degree and trade certificate options.  
*Computer sciences, engineering, business, communications*

### HANNIBAL LAGRANGE UNIVERSITY

In Hannibal, 1,200 students, private four-year Christian university.  
*Computer sciences, engineering, business, communications*

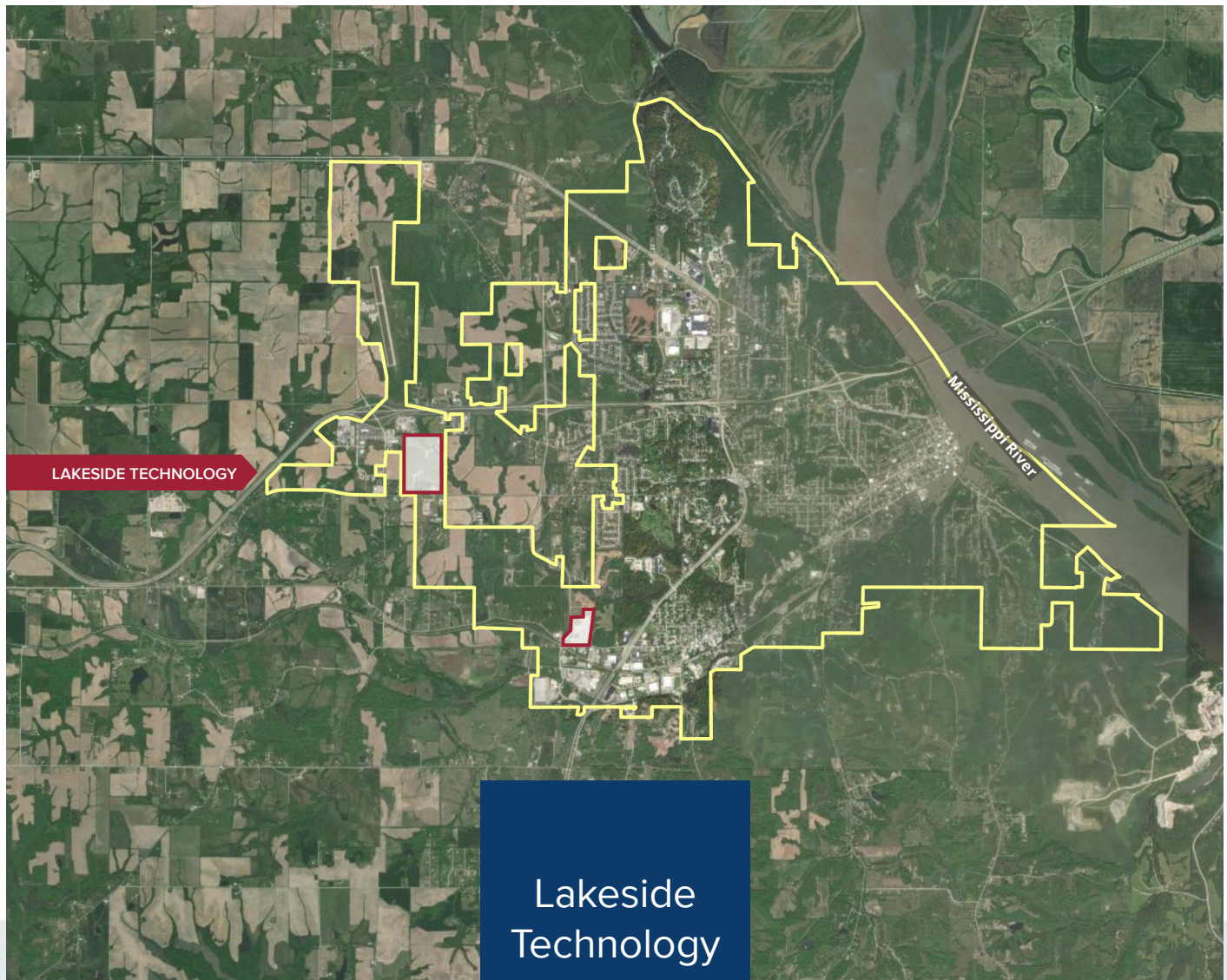
### CULVER-STOCKTON COLLEGE

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.  
*Advanced computer applications, legal, medical, health services*

# Best Business Parks for Tech Call Centers



## Lakeside Technology

*In addition to Lakeside Technology Park (right), Downtown Hannibal offers several buildings that would adapt well to small data centers.*

### CURRENT FEATURES

- ▶ 80 acres zoned industrial, level
- ▶ Utilities at park perimeter
- ▶ A Missouri Certified Site
- ▶ 100 MW substation onsite

### BEST USES

- ▶ Technology
- ▶ Higher-end Manufacturing
- ▶ Medical Manufacturing
- ▶ Small Distribution
- ▶ Food Processing





# 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)



## RIVER

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



## 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.)



## 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