

CHAIR:
MARIE J. CARMICHAEL

MEMBERS:
BRADLEY G. GREGORY
JOHN E. MEHNER
MATTHEW L. DAMERON
DAN E. CRANSHAW
JOHN M. PARRY
BRENT T. BUERCK
RICK HOLTON JR.

EXECUTIVE DIRECTOR:
ROBERT V. MISEREZ (1954-2021)
KIMBERLY MARTIN, ACTING



EX-OFFICIO MEMBERS:
MIKE KEHOE
LIEUTENANT GOVERNOR

ROBERT B. DIXON
DIRECTOR,
ECONOMIC DEVELOPMENT

CHRIS CHINN
DIRECTOR, AGRICULTURE

DRU BUNTIN
DIRECTOR,
NATURAL RESOURCES

MISSOURI DEVELOPMENT FINANCE BOARD

MEETING MINUTES MISSOURI DEVELOPMENT FINANCE BOARD

Governor Office Building
200 Madison Street, Room 1010
Jefferson City, Missouri

JULY 20, 2021

The Missouri Development Finance Board met in regular session on Tuesday, July 20, 2021, beginning at 10:30 a.m. The meeting was conducted via Webex video conference call. Notice of the meeting was duly posted as required by Section 610.020 RSMo at the MDFB principal office.

The following members and officers of the Board were present or absent at the meeting as follows:

Marie J. Carmichael	Chair	Present
Bradley G. Gregory	Vice Chairman and Member	Present
John E. Mehner	Treasurer and Member	Present
Matthew L. Dameron	Secretary and Member	Absent
Dan Cranshaw	Member	Present
John Parry	Member	Present
Brent Buerck	Member	Present
Rick Holton, Jr.	Members	Absent
Mike Kehoe	Lieutenant Governor and Member	Absent
Robert B. Dixon	Director, Dept. of Economic Development and Member	Present
Chris Chinn	Director, Dept. of Agriculture and Member	Absent
Dru Buntin	Acting Director, Dept. of Natural Resources and Member	Absent
Kimberly Martin	Acting Executive Director and Assistant Secretary	Present

Chair Carmichael called the meeting to order and declared a quorum was present. In addition to the above members, attendees were:

Board Staff: Kathleen Barney, Erica Griffin, and Nicole Slusser

Board Counsel: Erick Creach

Others Present: Adam Gresham, Lieutenant Governor's Office; Subash Alias and Kylee Garretson, MO Partnership; Jennifer Fishering, Deli Star; Reachel Beichley, Suzette Yankovich and Martin Nevshemal, MRIGlobal; Jerry Riffel, Lathrop GPM LLP; and Mark Stombaugh, MoDED.

I. Secretary’s Report

Chair Carmichael

Chair Carmichael, in the absence of Secretary Dameron, presented for approval the minutes from the June 15, 2021 meeting. The minutes were included in the Board materials distributed in advance of the meeting. There being no questions, corrections or additions, Treasurer Mehner made a motion to approve the minutes as presented. Vice Chairman Gregory seconded the motion. The following roll call vote was recorded:

Aye: Gregory, Mehner, Cranshaw, Parry, Buerck, Dixon, and Carmichael

Nay: None

Absent: Dameron, Holton, Kehoe, Chinn, Buntin

Chair Carmichael declared the motion passed.

II. Treasurer’s Report

Treasurer Mehner

Treasurer Mehner presented for approval the Treasurer’s Reports as of and for the eleven months that ended May 31, 2021. The Treasurer’s Reports were included in the Board materials distributed in advance of the meeting. There being no questions, corrections or additions, Member Cranshaw made a motion to approve the Treasurer’s Reports as presented. Member Buerck seconded the motion. The following roll call vote was recorded:

Aye: Gregory, Mehner, Cranshaw, Parry, Buerck, Dixon, and Carmichael

Nay: None

Absent: Dameron, Holton, Kehoe, Chinn, Buntin

Chair Carmichael declared the motion passed.

III. Department of Economic Development Report

Director Dixon

Director Dixon gave a snapshot of where DED ended their fiscal year in terms of Economic Development efforts. DED’s project pipeline was larger than the previous year, with projects including more jobs and capital investment opportunities. Overall there were 121 projects that either announced or accepted incentives, which is up from 109 projects the year before. Even during the pandemic, businesses have continued to invest in Missouri.

In the next year Missouri will be reviewing what to do with federal stimulus money that the state will be receiving due to the pandemic. DED is working with the Governor’s office and others to determine the overall uses for those funds, including how they may be used to help with broadband.

Director Dixon said in terms of the overall economy we are heading in a good direction in Missouri. In terms of GPD growth Missouri is looking at a rate of 6%, which is phenomenal growth for our state since we were at -5% last year. Missouri is leading most states in terms of jobs that have been recovered due to the pandemic. Currently, Missouri is in the top 3rd of all states, we have about 2.8 million people working, which is close to our pre-pandemic numbers.

IV. Department of Agriculture Report Director Chinn

This report was deferred.

V. Department of Natural Resources Report Director Buntin

This report was deferred.

VI. Lieutenant Governor's Report Lt. Governor Kehoe

This report was deferred.

VII. New Business

A. Deli Star Corporation Kimberly Martin
BUILD Application Resolution of Intent

Ms. Martin introduced the BUILD project for Deli Star, stating they are requesting just over \$2 million in BUILD Bonds. She introduced Jennifer Fishing with Deli Star to present on their BUILD Project.

Ms. Fishing explained that the Deli Star Corporation is a 34 year old family owned company of business to business protein supplier with a large line of fresh, never frozen protein items. Deli Star products have a 120 to 180 day shelf life.

Ms. Fishing explained that Deli Star is passionate about food, research and development, but also very passionate about making their mark on the community. Deli-Star has very clear 8 prong approach to community stewardship. Their top 3 are diversity, equity and inclusion.

Ms. Fishing shared that Deli Star just kicked off a partnership with St. Louis University and their food discovery center. Deli-Star is also about community impact, part of giving back donations of fresh, delicious protein to organizations that address food insecurities. In 2020 they donated 291,463 pounds of food donations.

Ms. Fishing said 2020 was their best year ever; tripling sales. However, in January 2021 Deli Star lost their production facility located in Fayetteville, Ill, to a fire. They received generous offers from Illinois, Tennessee, Indiana and Missouri. The incentives offered by Missouri are what is allowing Deli-Star to stay in the Bi-state region, but relocate to Missouri.

This a rebuild for Deli Star. The immediate phase will include the leasing of 104,080 square feet of the space in St. Louis, MO, to provide both production and office space with an anticipated open date of January 2022. The next phases of the project involve the option to purchase this space as well as additional space at the location and expande the production capabilities.

The Deli Star rebuild is projected to create 475 jobs. Deli Star’s average wage is around \$65k. They offer great benefits to their employees such as Bonus Structure, Health & Welfare Benefits, Unique Deli Star Benerits and an “Always People First” approach.

Following completion of the presentation, Board members were given the opportunity to ask questions and discuss the project. After such review, a resolution titled as set forth below was presented to the Board:

**RESOLUTION OF THE MISSOURI DEVELOPMENT FINANCE BOARD
PRELIMINARY APPROVING A PROJECT FOR DELI STAR
CORPORATION, AND DETERMINING THE INTENT OF THE BOARD TO
ISSUE ITS BUILD MISSOURI REVENUE BONDS IN A PRINCIPAL
AMOUNT OF APPROXIMATELY \$2,006,700 TO FINANCE A PORTION OF
THE COSTS OF THE PROJECT.**

Treasurer Mehner made a motion to approve the Deli Star BUILD Project as presented. Member Buerck seconded the motion. The following roll call vote was recorded:

Aye: Gregory, Mehner, Cranshaw, Parry, Buerck, Dixon, and Carmichael

Nay: None

Absent: Dameron, Holton, Kehoe, Chinn, Buntin

Chair Carmichael declared the motion passed.

VIII. Old Business

- A. Refuge and Restoration — Kimberly Martin
Tax Credit for Contribution Application

Ms. Martin reported there have been some positive things happening since they presented to the Board in June. They secured a contract on the property and have anticipated closing date of September 1st. They have also secured leases for 90% of the property space. The terms of the project remain the same as presented in June. Staff is are recommending adoption of the resolution.

Vice Chairman Gregory made a motion to approve Refuge and Restoration’s Tax Credit for Contribution Application. Member Cranshaw seconded the motion. The following roll call vote was recorded:

Aye: Gregory, Mehner, Cranshaw, Parry, Buerck, Dixon, and Carmichael

Nay: None

Absent: Dameron, Holton, Kehoe, Chinn, Buntin

Chair Carmichael declared the motion passed.

B. City of Kansas MRI Global- Kathleen Barney
Tax Credit for Contribution Application

Ms. Barney presented the application that was presented at the June 15, 2021 Board meeting. As noted in that presentation, the request from the original Phase III 2020 application has been modified.

Phase III 2020 project renovates 14,000 square feet of lab in the Kimball Building.

Final Request: Amendment of the 2019 approved project to remove Phase II, the Science Education and Conference Center, and add Phase III, the Kimball Building Level 3 Renovations, to the Project. Additionally, they are requesting an additional \$1 million of 2021 tax credits. If approved, the total allocation to the project beneficiary, MRIGlobal, would total \$4 million of tax credits for the completion of Phases I and III.

During the June Board Meeting there were questions about MRIGlobal's PPP Loan and the handling of paying the loan back. MRIGlobal provided the requested information to the Board to answer those questions.

Chair Carmichael commented that there was quite a bit of discussion at the last meeting regarding the application of the "But For" evaluation criteria to this application. She voiced her support for this project because this is a project the Board has supported in the past, however, she feels it is time for the Board to have an indepth discussion as to what the "But For" test means, what the Board's expectations are for projects and how they show if a project would not proceed but for the approval of the assistance requested from the Board. She plans to have a full discussion with the Board regarding the "But For" evaluation criteria with the possibility of the evaluation criteria being changed in some ways. If it does change in the future these stipulations will be made very clear to applicants so it is very clear to everyone.

Treasurer Mehner also wanted to add how thankful he was for Vice Chair Gregory being a member of the Board. Treasurer Mehner added that Vice Chair Gregory has given great insight into things that maybe some of the members of the Board may not fully grasp 100%.

Staff recommends adoption of the Resolution to amend the 2019 Tax Credit Agreement and the approval of an additional \$1 million of 2021 tax credits to allow for the completion of Phase III, Improvements to the Kimball Building Level 3 Renovations.

Member Cranshaw made a motion to approve MRI Globals Tax Credit for Contribution Application. Member Buerck seconded the motion. The following roll call vote was recorded:

Aye: Gregory, Mehner, Cranshaw, Parry, Buerck, Dixon, and Carmichael

Nay: None

Absent: Dameron, Holton, Kehoe, Chinn, Buntin

Chair Carmichael declared the motion passed.

IX. Executive Director's Report

Kimberly Martin

Ms. Martin referred to the reports included in the board packet and reported that Senate Bill 36 has been signed by the Governor since the last Board Meeting. Ms. Martin has been in discussions with OA and DED on the administration of that program. She will have further updates when we move into the fall and the program is open.

X. Adjournment

There being no further business before the Board, Treasurer Mehner made a motion to adjourn the meeting. Vice Chairman Gregory seconded the motion. By unanimous consent, Chair Carmichael declared the motion passed and the meeting adjourned.

[Secretary Dameron's Signature]