



LIVESTRONG Sporting Park in Kansas City, Kan.—new home to MLS soccer team, Sporting Kansas City.

KC news

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

UpWind Solutions Announces KC Distribution Center

State-of-the-art parts and tooling facility will serve wind energy sector

UpWind Solutions, Inc., a leading wind asset management services firm, will open its first parts and tooling center in Lenexa, Kan.

“After extensive research, it became clear that Kansas City was the best location...”

UpWind Solutions has signed a lease for more than 18,700 sq. ft., with plans to grow its presence over the next several years.

Following a comprehensive evaluation of several locations, the company selected the KC region for its surrounding infrastructure and proximity to more than 70 percent of the wind farms coming out of warranty over the next 3–5 years.

“We are making great progress on enhancing our parts business for the wind energy sector,” said Peter Wells, chief operating officer of UpWind Solutions. “After extensive research, it became clear that Kansas City was the best location for our main distribution center due to the ability to quickly reach so many wind assets throughout the U.S., especially the Central and Western regions.”

The new facility will house a wide range of spare parts for multiple wind turbine technologies, as well as an engineering center for parts and critical components like gearboxes, generators, blades and transformers. The state-of-the-art facility will feature modern inventory storage and management equipment, and advanced software.



UpWind Solutions is the leading third party provider of asset management and operations and maintenance services to the wind industry, delivering a higher standard of service at a lower cost per kilowatt hour. UpWind is based in Medford, Ore., and serves customers throughout North America.

KCADC was proud to partner with the following organizations in bringing UpWind Solutions to the KC region: **Lenexa Economic Development Council; Colliers International; Kansas Department of Commerce; KCP&L; Kansas Gas Service; Johnson County Community College; and KC SmartPort.**

upwindsolutions.com

Argenta Selects KC Animal Health Corridor to Grow its Global Animal Health Business

New lab, office will create 38 new jobs

Argenta, a global provider of drug development services and contract product manufacturing for the animal health industry, will locate a new lab facility and office in the KC Animal Health Corridor.

The new jobs ... represent a total annual payroll of \$2.8 million within the next five years.

Argenta will locate in the Bioscience and Technology Business Center (BTBC) in Lawrence, Kan., creating 27 new jobs and investing \$500,000 in laboratory equipment. In addition, AlcheraBio, a leading clinical research support provider that is wholly owned by Argenta, will be creating 11 jobs in Kansas City, Kan., locating in the Heartland House at 1901 Olathe Blvd. The new jobs created by the announcement represent a total annual payroll of \$2.8 million within the next five years.

The Kansas Bioscience Authority will invest up to \$400,000 over five years to support the establishment of Argenta's operations in Kansas. The investment was approved by the KBA board at its July meeting.

Argenta provides formulations research and development, analytical methods

development, and small- and commercial-scale manufacturing of animal health products. Founded in August 2006, Argenta is the leading provider of new product development and manufacturing services to the international animal health industry.



AlcheraBio LLC provides clinical and regulatory services to animal health companies including pivotal clinical study documentation and conduct to Good Clinical Practice standards (GCP), market support studies, portfolio reviews and comprehensive development plans for product registration in the U.S. and other developed markets.

KCADC was proud to work with the following regional partners in attracting Argenta to the KC Animal Health Corridor: **City of Lawrence; Lawrence Regional Technology Center; Unified Government of Wyandotte County/Kansas City, Kansas; Wyandotte Economic Development Council; Kansas Department of Commerce; Kansas Bioscience Authority; State of Kansas; Westar Energy, Inc.; Kansas City Board of Public Utilities; and Kansas Gas Service.**

argentaglobal.com
alcherabio.com

Mars Chocolate Selects KC Area for \$250 Million Investment

M&M'S and SNICKERS will be made in Topeka, Kan.

Mars Chocolate North America recently announced its plans to build a new state-of-the-art manufacturing facility in Topeka, Kan.

The plan to build a new site reflects Mars Chocolate North America's commitment to invest in U.S. manufacturing in order to meet the growing demand for its iconic confectionery products, including M&M's® and SNICKERS®. The new facility will be the first new chocolate site built in the U.S. in 35 years.

...the company expects to hire approximately 200 full time operations associates...

“Mars is grateful for the support and partnership of Governor Brownback, Shawnee County and the City of Topeka,” said Todd Lachman, president of Mars Chocolate North America. “We are planning to build this plant with a focus on the long term and look forward to many productive years of manufacturing and community partnership in Topeka.”

Mars expects to make a capital investment of more than \$250 million in the first phase of this multi-phased project. In addition, the company expects to hire approximately 200 full time operations associates to resource the lines installed during the initial phase.

Subsequent phases of development will then expand the capacity of the facility, and more product lines will be added. The new facility will be built to meet leading-edge environmental standards, and will pursue a LEED Gold Certified designation upon completion, demonstrating Mars' commitment to sustainability.



Mars Chocolate North America is the North American chocolate operations of Mars, Incorporated. Based in McLean, Va., Mars has net sales of more than \$30 billion and six business segments including Petcare, Chocolate, Wrigley, Food, Drinks and Symbioscience. More than 65,000 associates worldwide are putting the Mars Principles in action every day to make a difference for people and the planet through the company's performance.

KCADC was proud to partner with the following organizations in bringing Mars to the KC region: **Greater Topeka Chamber of Commerce/GO Topeka; Kansas Department of Commerce; Westar Energy, Inc.; Bartlett & West, Inc.; Terracon Consultants, Inc.; CRB Engineers & Builders; and Nordic Windpower.**

mars.com

AH Industries Selects KC for its Wind Energy Headquarters

Danish-based company also brings logistics, distribution

AH Industries announced recently that it has selected Lenexa, Kan., for its first U.S. headquarters and new logistics and distribution center. The company will distribute wind turbine generators and tower components, as well as other services to its customers in the U.S.



AH Industries evaluated locations across the North American Wind Corridor for this operation. The company selected the KC region for its central location and proximity to wind energy generation.

“Kansas City is an ideal location because of the geography of the Midwest, where most of the U.S. wind energy is developed,” said Mike Hohl, president of U.S. operations. “In order to maximize logistics and transportation costs, you have to be as close to your customer base as possible.”

AH Industries is a global manufacturer of components for the wind energy and cement industries with manufacturing facilities in Denmark, Germany and China.

The Kansas City Area Development Council was proud to partner with the

A WIND ENERGY

trifecta

Over the past nine months, the KC region welcomed three expansions into the North American Wind Corridor. **AH Industries, Inc., Nordic Windpower** and **UpWind Solutions**, all announced major offices and facilities in the KC market between December 2010 and August 2011.

The KC region offers wind energy companies an excellent location to base North American headquarters and access field operations in the wind corridor. Plus, there are more than 50 daily non-stop flights across the U.S. and one-stop air connections to major cities in both Europe and Asia. Discover the KC advantage at KCAdvancedEnergy.com.

following organizations in bringing AH Industries to the KC region: **Cassidy Turley; Karbank Real Estate Company LLP; Lenexa Economic Development Council; City of Lenexa, Kansas; Kansas Department of Commerce; KCP&L; and KC SmartPort.**

ah-industries.com

COMMUNITY PROFILE | Gladstone, Missouri

Located directly north of downtown Kansas City, Gladstone, Mo., is one of the largest cities by population in Clay County. Gladstone, which covers a nine square mile area, is just 10 minutes from downtown Kansas City and 15 minutes from the Kansas City International Airport.

think gladstone
MISSOURI

Home to more than 28,000 citizens, Gladstone is known for its small town feel with the amenities and opportunities of a larger city. With an ever-growing population, the city of Gladstone is currently working on the development of the Gladstone Village Center located in the heart of the city at 70th Street and North Oak. This 40-plus acre development will be home to retail, multi-family housing, commercial and office sites. More than \$26 million has been invested in the development, and the city is currently seeking a master developer for the site.

Gladstone offers one of the best values as it relates to business cost. The high quality of life, beneficial tax structure, low labor costs, quality workforce and affordable housing opportunities are an unbeatable combination.

To learn more about the City of Gladstone and its business growth opportunities, contact Melinda Mehaffy, Economic Development Administrator at 816.423.4108 or melindam@gladstone.mo.us.

gladstone.mo.us



GLADSTONE, MISSOURI

KC SMARTPORT
SUPPLY-CHAIN CENTERED

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

U P D A T E

Kansas City has seen a very successful year for freight-based businesses in 2011. Industrial product companies like Olympic Steel and Van-Rob are just two examples of companies that have moved distribution and manufacturing facilities to the Kansas City region.

Olympic Steel is a national steel service center. The company will lease nearly 43,000 sq. ft. in North Kansas City, Mo. Olympic Steel will invest \$1.3 million in this new distribution facility and will create more than 15 jobs.
olysteel.com

Van-Rob, Inc., a global automotive parts supplier, will open a new manufacturing operation at 10601 W. 79th Street. Van-Rob will invest \$5.8 million in a nearly 80,000-sq.-ft. facility, initially creating 75 new jobs. Van-Rob will supply large structural assemblies for the Chevrolet Malibu slated for production in early 2012. van-rob.com

The KC region has more than 1,000 acres of vertical-ready sites. These sites allow companies to build a distribution center completely tailored to the company's needs.

Intermodal Growth

Logistics Park Kansas City is a 1,000-acre development with 400 acres planned for intermodal, operated by the BNSF. The rest of the land is set for rail infrastructure and 7 million sq. ft. of warehouse and distribution space. The park announced its first tenant,

DeLong, Co., an exporter of containerized grain, in June. The export facility is set to be open and operational by 2013.

KCI Intermodal Business Centre is an 800-acre development. Phase 1 was recently completed with a total of 140 acres. This intermodal site has seen much activity in the last year with the announcement that Nordic Windpower will move its headquarters, manufacturing and research facilities from around the country to consolidate here in the region at KCI. Blount International will lease a



350,000-sq.-ft. build-to-suit distribution center, creating 89 new jobs, scheduled to be operational by January 2012.

CenterPoint Intermodal Center is operated by Kansas City Southern. The property has more than 1,000 acres. The Kansas City Southern intermodal facility has more than 600 acres of vertical-ready sites for manufacturing, warehouse and distribution facilities.

Northland Park has more than 375 acres of vertical-ready sites. It operates with the Norfolk Southern rail line. FedEx Ground, FedEx Freight and Musicians Friend are three freight centers that operate within the park.

available **KC** REAL ESTATE

CITY CENTER LENEXA, Lenexa, Kan.

City Center Lenexa is a prime 69-acre site located in the center of dynamic Johnson County, Kan. This project will be the City of Lenexa's new downtown consisting of approximately 2 million sq. ft. of mixed-use development with office, "main street" retail, residential, civic, hotel and open space. The first phase includes an 110,000-sq.-ft. Life Time Fitness facility which opened in March of 2010. The entire site is rough graded and ready for development. Contact **Ryan Biery** at 816.701.5000 or rbiery@copaken-brooks.com.



1414 GENESSEE, Kansas City, Mo.

With direct access to I-670, the 1414 Genessee building is one of the most well-equipped contact center buildings in the country. This plug and play facility features more than 1,000 seats, a data room, backup generator, new chiller, large kitchen/cafe and an 8/1000 parking ratio. This 146,000-sq.-ft. stand alone building straddles the state line, is close to public transportation and is easy to access from all across the metro area. Contact **Brent Roberts** at 816.968.5830 or brent.roberts@cbre.com.



KC ANIMAL HEALTH CORRIDOR

U P D A T E

The KC region has the world's largest concentration of animal health industry assets with more than 220 companies representing one-third of global industry sales.

2011 Homecoming Dinner

This year's KC Animal Health Homecoming Dinner attracted more than 750 representatives of the global animal health



industry. Highlights included honoring Joerg Ohle as this year's Iron Paw Award recipient, and a special appearance by Ty Murray, nine-time world champion rodeo athlete and animal advocate. The Corridor celebrated the KC region's livestock and agricultural roots, in addition to the attraction of 21 new or expanded companies, more than 1,300 new jobs, and nearly \$1 billion in new capital investment over the past six years.



KC Animal Health Investment Forum

On August 30, 14 companies from 10 different U.S. states, New Zealand and Australia presented their business plans to



investors in the hopes of securing needed funding and support. Nearly 200 venture capitalists, investors and industry representatives heard the presentations and had the opportunity to network with company principals. Held in Kansas City, the event has resulted in more than \$25 million raised and several licensing deals for the companies presenting in the first two forums.

KC area RATINGS & RANKINGS

The Wall Street Journal [08.2011]

Kansas City has been named a "national up-and-coming innovative center." KC most notably stood out for its significant growth of tech companies, beating well-known tech hubs like Silicon Valley, Boston and Austin.

USA Today [03.2011]

Kansas City International Airport was recognized as the **favoured airport among midsize markets**. MCI was recognized for its ease and efficiency by providing several security checkpoints and baggage systems giving busy travelers the ability to arrive only an hour before their flight.

CNBC.com [06.2011]

Kansas and Missouri are named among **America's Top States for Business**. Kansas secured its spot at no. 11 for the second year in a row, while Missouri moved up one spot to no. 16 for the 2011 ranking.

Entrepreneurs Unplugged [07.2011]

Kansas City is recognized as an **Entrepreneurial City to Keep Your Eye On** and a "force to be reckoned with."

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



ThinkKC, ThinkOneKC, OneKC and Smart City are registered trademarks held by the Kansas City Area Development Council representing the Kansas City Area. 2011

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