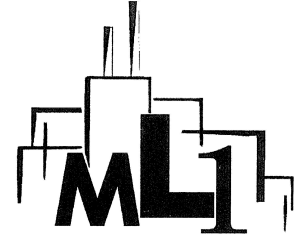




Missouri Location One Community Profile

Lamar & Barton County, Missouri *"Where It All Comes Together"*



Overview of Lamar

Location: At the center of America's Heartland where the Ozark Mountains meet the majestic golden prairie, you'll find an exciting environment for growth-minded businesses, all the comforts of home for growing families, and a rich experience of tourism attractions and special events for fun-seeking visitors. Welcome to Lamar and Barton County, Missouri...Where It All Comes Together! Lamar/Barton County is located at the junction of U.S. Highway 71 (a four-lane highway slated for future interstate status) and U.S. 160. Lamar is approximately 45 minutes north of Joplin and 120 minutes south of Kansas City. Lamar meets the high standards of the "All-Missouri Certified City" designation and has won numerous awards through the Missouri Community Betterment program.



Business Climate: The secret is out about Southwest Missouri's Premiere Business Region. Barton County boasts the benefits of safe, neighborly small town atmosphere, nearby big city perks, low cost of living, and a gateway for tons of family fun - while still remaining in the top half of Missouri's personal family per capita income. Economic stability, a strong heritage, unique quality of life, and local commitment to orderly growth make a recipe for success for your business. The health of our local economy is supported by a vibrant mix of agriculture, manufacturing, retail, and tourism.

Demographics

Population		Census: 2000		5-Year Projection:	
Lamar		4,425		4,602	
Lamar Labor Market		197,579		205,482	
Age Distribution of Population (Year 2000, County)					
Under 17	27.5 %	18-24	8.3 %	25-44	26.1 %
45-64	21.7 %	Over 65	16.5 %	Median Age	37
Households (Year 2000)					
Total Households			1,852		
Average Household Size (Persons)			2.350		
Median Household Income			\$29,296		
Housing (Year 2000)					
Owner Occupied Housing Units		1,201	Renter Occupied Housing Units		634
Vacant Units		160	Total Housing Units		1,995
Median Housing Value		\$61,200	Housing Units Built in Past 2 Years		20
Average 2-Bedroom Apt. Rent		\$307	Average 3-Bedroom House Rent		\$446

Leading Employers					
Business Establishments by Industry					
Construction	12.2 %	Manufacturing	6.9 %		
Transportation/Public Utilities	6.1 %	Wholesale Trade	6.1 %		
Retail Trade	25.4 %	Finance/Insurance/Real Estate	9.0 %		
Government	4.9 %	Mining	.3 %		
Service	29.1 %				
Name	O'Sullivan Furniture				
Level	Corporate Headquarters	Web	www.osullivan.com		
Product/Service	Ready-to-assemble (RTA) home and office furniture				
Primary SIC	2521	Primary NAICS	337211	# Employees	1,500
Name	Thorco Industries				
Level	Subsidiary Headquarters	Web	www.thorco.com		
Product/Service	Point-of-purchase retail display fixtures				
Primary SIC	2542	Primary NAICS	337215	# Employees	469
Name	Lamar R-1 School System				
Level	District	Web	www.lamar.k12.mo.us		
Product/Service	Public School System				
Primary SIC	8211	Primary NAICS	611110	# Employees	171
Name	Barton County Memorial Hospital				
Level	Single Entity	Web	www.bcmh.net		
Product/Service	Community hospital, general acute and emergency services				
Primary SIC	8062	Primary NAICS	622110	# Employees	170
Name	Lakeview Healthcare and Rehabilitation Center				
Level	Branch	Web			
Product/Service	Nursing Home				
Primary SIC	8051	Primary NAICS	623110	# Employees	80
Name	Epoch Composite Products				
Level	Branch	Web	www.epochwood.com		
Product/Service	Maintenance-free deck and fencing				
Primary SIC	2493	Primary NAICS	231219	# Employees	70
Name	Golden Business Forms (Golden City)				
Level	Corporate Headquarters	Web	www.goldenroll.com		
Product/Service	Specialty commercial forms printer				
Primary SIC		Primary NAICS		# Employees	70
Name	Finley Engineering, Inc.				
Level	Corporate Headquarters	Web	www.fecinc.com		
Product/Service	Telecommunications, electrical, and municipal engineering				
Primary SIC	8711	Primary NAICS	541330	# Employees	70
Name	Purinton's Barton County Implement Company				
Level	Corporate Headquarters	Web	www.bartoncountyimpl.com		
Product/Service	Chain of farm implement sales/service dealers				
Primary SIC	5083	Primary NAICS	444210	# Employees	58

Leading Employers (Contd.)					
Name	Barton County Electric Cooperative				
Level	Corporate Headquarters	Web	www.tiadon.com		
Product/Service	Electrical, propane, and internet utility				
Primary SIC	4939	Primary NAICS	221122	# Employees	43
Name	City of Lamar				
Level	Single Entity/Municipal Government	Web	www.cityoflamar.org		
Product/Service	Municipal Government, Public Services, Utilities				
Primary SIC	9199	Primary NAICS	921190	# Employees	42
Name	Barton County Commission				
Level	Single Entity/County Government	Web	www.bartoncounty.com		
Product/Service	County government, public services				
Primary SIC	9199	Primary NAICS	921190	# Employees	33
Name	Sun Container				
Level	Branch	Web			
Product/Service	Corrugated shipping containers, point-of-purchase displays				
Primary SIC	2652	Primary NAICS		# Employees	30
Name	Rice's Feed Service				
Level	Corporate Headquarters	Web	www.ricesfeed.com		
Product/Service	Chain of agricultural-use products, livestock feed, seed				
Primary SIC		Primary NAICS		# Employees	28

Education			
Geographic Description: Lamar R-1 School District			
Average ACT Composite Score	20.5	Students Taking ACT	50%
Total Number Elementary Schools	2	Total Elementary Enrollment	557
Total Number Middle Schools	1	Total Middle School Enrollment	390
Total Number High Schools	1	Total High School Enrollment	409
Elementary and Secondary Education Overview			
Lamar R-1 Public Schools participate in Missouri's A+ Program, providing incentives to High School graduates with full-tuition scholarships to many public Junior Colleges in the State. Barton County offers three public school systems each with low teacher/student ratios, modern vocational/technical education, and quality leadership under local control. Visit http://www.bartoncounty.com/relocation.htm#schools for more information.			
Higher Education Overview			
A high-quality Vocational-Technical School operates in Lamar with a wide variety of program study available. Several affordable, high-quality educational institutions are available within 30 minutes of Lamar. Visit http://www.bartoncounty.com/relocation.htm#schools for more information.			
Local/Regional Higher Educational Institutions			
Name	Pittsburg (KS) State University		
Type	University	Enrollment	6,723
Web	www.pittstate.edu		
Name	Missouri Southern State University		
Type	University	Enrollment	6,000
Web	www.mssc.edu		

Local/Regional Higher Educational Institutions (Contd)			
Name	Crowder College		
Type	Junior College	Enrollment	3,000
Web	www.crowder.cc.mo.us		
Name	Ozark Christian College		
Type	Private, faith-based four-year college	Enrollment	2,000
Web	www.occ.edu		
Name	Cottey College		
Type	Private junior college for women	Enrollment	1,000
Web	www.cottey.edu		
Name	Lamar Area Vo- Tech School		
Type	Vocational/Technical	Enrollment	400
Web	www.lamar.k12.mo.us/votech.htm		

Labor Force			
Labor Market Availability: Lamar, MO Labor Basin Averages for 2005			
Total Labor Force	51,212	Current Workforce	48,303
Unemployed	2,909	Unemployment Rate	5.68 %
Average Wage Rates			
Non-Manufacturing Hourly Wage	\$10	Manufacturing Hourly Wage	\$13
Occupation	Weekly Wage	Average Weekly Wage Overall	\$414
Agricultural/Forestry/Fishing	\$515	Agriculture/Production: Livestock	\$378
Communications	\$461	Construction: General	\$332
Construction: Heavy	\$462	Construction: Special Trades	\$365
Depository Institutions (Banks)	\$440	F.I.R.E. Total Average	\$477
Government: Total Average	\$374	Government: Federal	\$597
Government: Local	\$354	Government: State	\$471
Insurance	\$282	Manufacturing: Average	\$501
Manufacturing: Printing/Publishing	\$368	Mining	\$382
Motor Freight Transp/Whsing	\$424	Real Estate	\$502
Retail Trade: Total Average	\$234	Retail: Auto Dealers/Gas Svc.	\$323
Retail: Eating/Drinking Establ.	\$157	Retail: Apparel & Accessories	\$143
Retail: Furniture/Furnishings	\$323	Retail: Miscellaneous	\$240
Services: Total Average	\$305	Services: Amusement & Recreation	\$192
Services: Automotive	\$404	Services: Business	\$208
Services: Eng/Acctg/Res/Mgt	\$433	Services: Health	\$428
Services: Motion Pictures	\$ 83	Services: Private Households	\$164
Services: Social	\$189	Transportation/Public Utilities	\$570
Wholesale: Durable	\$398	Wholesale: Non-Durable	\$391
Notes: Detailed labor market information for the Lamar Labor Basin is available at the following link: http://www.bartoncounty.com/Advocate/Lamar%20Labor%20Basin.Report.pdf			

Transportation					
Interstates/Highways	4-lane U.S. Highway 71 is slated for interstate status as a key north-south corridor between Canada and the Gulf of Mexico. Lamar is located at the junction of U.S. Highway 71 and U.S. Highway 160. Currently, I-44 interstate access is only 30 minutes away.				
Railway	The Burlington-Northern Santa Fe RR intersects with the Missouri-Northern RR at Lamar.				
Public Transportation	Truman Area Transportation Service and OATES				
Airport	General aviation airport with 2900' lighted runway, slated for major phase expansions. Commercial air service available 30 minutes away at Joplin and 150 minutes away at Kansas City.				
Shipping/Distribution	Package service available from UPS & FedEx; Daily truck service available with six carriers serving Lamar				
Metro Area Distances		Driving Distance (Miles)	Flight Time	Days by Truck	Days by Rail
Joplin, MO (Local MSA)		30.0		0	0
Springfield, MO (Regional MSA)		86.5		.1	.1
Atlanta, GA		695	3:10	2	5
Boston, MA		1516	4:29	3	7
Chicago, IL		575	1:25	2	3
Dallas, TX		395	1:55	1	4
Denver, CO		730	2:05	1	3
Detroit, MI		868	3:21	2	4
Indianapolis, IN		610	2:47	2	4
Kansas City, MO		125	:50	.2	.2
Los Angeles, CA		1610	5:27	3	7
Memphis, TN		375	1:35	2	2
Minneapolis/St. Paul, MN		575	3:33	2	4
New Orleans, LA		695	3:17	2	4
New York, NY		1260	4:24	3	7
St. Louis, MO		285	:51	1	2
Seattle, WA		1964	5:34	4	7
Tulsa, OK		141		1	1
Taxation					
Corporate & Individual Income Tax					
State Corporate Tax Rate on \$100K	6.25 %	Individual Income Tax Rate on \$50K	6.00 %		
Sales & Use Tax					
Local/State Sales Tax Rate	7.225 %	State Use Tax Rate	4.23 %		
Local Property Tax Rate					
Real Property Tax Rate	4.67 %	Real Property Assessment Ratio	32.0 %		
Personal Property Tax Rate	4.67 %	Personal Property Assessment Ratio	32.0 %		
State Levies Expressed Per (of assessed valuation)				\$100	
Unemployment Insurance & Workers Compensation Tax					
Average Taxable Contribution Per Worker	\$2	Taxable Wage Rate	\$7,000		
UI Statutory Amount for New Employers:	3.0 %	WC Maximum Weekly Benefit	\$629		

Utilities			
Electricity			
Provider	City of Lamar	Ownership Type	Municipal
Web	www.cityoflamar.org	Contact Phone	417-682-5554
Regulated	Yes	Peak Demand (MW)	18.9
Addl. Generation Capacity (MW)	7	Customers Served	2600
Detail	The City of Lamar is generally among the top ten least expensive electric utilities in the entire state.		
Water			
Provider	City of Lamar	Source	Reservoir
Web	www.cityoflamar.org	Contact Phone	417-682-5554
Peak Demand (mgd)	1	Rated Capacity (mgd)	1.25
Average Capacity (mgd)	.5	Treated	Yes
Cost per first 1,000	\$4.50	Hardness (ppm)	95
Detail	Connection fee based on two months usage or a minimum of \$300		
Sewer			
Provider	City of Lamar	Type	Lagoon
Web	www.cityoflamar.org	Contact Phone	417-682-5554
Daily Capacity (mgd)	.9	Daily Load (mgd)	.5
Detail	Cost calculated at 60% of water usage		
Natural Gas			
Provider	Missouri Gas Energy	Ownership Type	Investor-Owned
Web	www.missourigasenergy.com	Contact Phone	816-360-5954
# Customers Served Locally		Gas Transportation Available	Yes
Telecommunications			
Provider	Southwestern Bell	Ownership Type	Investor-Owned
Web	www.sbc.com	Contact Phone	417-836-2474
DSL Available	Yes	# Customers Served	
Detail	POP located in Downtown Lamar		
Wireless Broadband Internet			
Provider	Tiadon Systems	Ownership Type	Rural Elec. Cooperative
Web	www.tiadon.com	Contact Phone	417-682-5636

Government			
Local Type	Mayor-Council		
Comprehensive Plan	Yes	Percentage of Streets Paved	100
Strategic City Plan	Yes	Last Updated	2002
City Zoning in effect	Yes	County Zoning in effect	No
Building Codes	The Basic Building Code (B.O.C.A.) has been adopted and implemented in the City of Lamar. For details, contact City of Lamar Building Inspector Greg Coates at 417-682-5554. Lamar Municipal Codes are available online at: http://www.cityoflamar.org/codes.htm		
Web	www.cityoflamar.org	Contact Phone	417-682-5554
Local Officials	Lynn Calton, City Administrator; Keith Devine, Mayor		
State Officials	Ed Emery, State Representative, 126 th District Delbert Scott, State Senator, 28 th District		
Federal Officials	Ike Skelton, 4 th District Missouri Congress Christopher Bond and Jim Talent, Senators		

Quality of Life					
Cost of Living (Based on average index of 100)					
Overall	90.6	Housing	89.6	Food	89.8
Transportation	83.0	Utility	93.4	Healthcare	82.5
Comments	New home construction is 28.4% less expensive in Lamar/Barton County, compared to the national average. The property tax for Lamar/Barton County is only two-thirds of the national average.				
Commute	11.1 Minutes Average (National average is 19.1 minutes)				
Crime Rate	140.6 crimes per 100,000 population (National average is 446.1)				
Environmental Quality Index (Based on 100=Best)					
Air	69	Water	62	Pollution	98
National Avg.	33	National Avg.	49	National Avg.	53
Media Services					
Number of Local Newspapers		2	Number of Local Radio Stations		24
Number of Local TV Stations		5	Number of Cable Channels Available		64
Commercial Services					
Number of Motels/Hotels		2	Total Rooms Available		65
Number of Conference Centers		3	Largest Conference Space Capacity		200
Largest Auditorium Capacity		900	Number of Financial Institutions		5
Climate					
Annual Precipitation (Inches)		43	Annual Snowfall (Inches)		17.6
January High Temperature (F)		41.8 °	January Low Temperature (F)		20.4 °
July High Temperature (F)		89.6 °	July Low Temperature (F)		66.6 °
Average Annual Clear Days		115	Average Annual Partly-Cloudy Days		96
Average Annual Cloudy Days		155	Average Annual Zero-Degree Days		5
Average Annual Freezing Days		99	Average Annual 90° Days		40
Health Facilities and Medical Personnel (County)					
Number of Hospitals		1	Number of Beds in Hospital		42
Number of Outpatient Clinics		7	Number of Medical Doctors		12
Number of Dentists		3	Number of Ophthalmologists		2
Number of Chiropractors		2	Number of Veterinarians		3
Number of Ambulance Units		3	Number of Registered Nurses		73
Recreation Facilities (Available within 30 minutes of Lamar)					
18-Hole Golf Course		2	9-Hole Golf Course		3
Indoor/Outdoor Soccer Fields		5	Skating Rinks		2
Tennis Courts		7	Baseball/Softball Fields		11
Walking Trails		5	Biking Trails		1
Swimming Pools		6	Parks		13
Health Clubs		3	YMCA/YWCA		2
Campgrounds		7	Nearest access to Lake/Public River		30 mi.
Comments	A 250-acre public fishing lake is available in the south edge of Lamar. Stockton Lake, Missouri's most pristine spot for water sports, is located just 30 minutes away. Lamar is also home to the birthplace state park for President Harry S Truman. A state park and nature reserve dedicated to Missouri's largest remaining tallgrass prairie, the Prairie State Park, is located 15 minutes west of Lamar near the town of Liberal. Visit www.bartoncounty.com for a full lineup on attractions, special events, and hometown hospitality in Lamar and Barton County, Missouri				

Incentives	
Lamar Enterprise Zone	<ul style="list-style-type: none"> Lamar's Enterprise Zone incentive is one of the most progressive in Missouri with an initial 100% local real property tax abatement for qualified projects. State tax credits related to job creation and commercial investment are also packaged with the enterprise zone incentive program
Industrial Development Bonds	<ul style="list-style-type: none"> Missouri offers a variety of methods of issuing tax-exempt and taxable bonds for industrial development. The Missouri Development Finance Board (MDFB) issues these bonds in any area of the state. The Environmental Improvement and Energy Resources Authority provides low-interest bond financing for projects that would reduce, control, and prevent damage to the environment; and encourage research and development of alternative energy sources and facilities. Municipalities, counties, and incorporated towns issue industrial development bonds for factories and plants in assembling, manufacturing, fabricating, and processing to aid job generation in new and expanding firms. Planned Industrial Expansion authorities issue bonds in undeveloped and blighted areas to acquire property for clearance and to finance private development. Abatement from ad-valorem property taxation for up to 25 years is also available.
Other Bond-Issuing Authorities	<ul style="list-style-type: none"> Cities and counties may create a Land Clearance for Redevelopment Authority to develop, construct, repair, or improve structures and facilities in blighted areas, and issue bonds for such purposes. Cities and counties may also create industrial development authorities to issue tax-exempt industrial development bonds. Special business districts can be established by a city for special improvements. The district may tax real property and businesses to fund these improvements, and it may issue bonds. Tax-increment financing commissions, created by a city or county, may initiate redevelopment progress in certain areas and issue bonds.
State Loans	<ul style="list-style-type: none"> The Department of Economic Development (DED) may provide subordinated Action Fund loans to manufacturing companies when needed to complete a financing package. Loans can be used for machinery, equipment, and working capital as gap loans.
Other Financing Programs	<ul style="list-style-type: none"> DED can provide tax credits for 50 percent of the cost of construction of a small-business incubator. The Industrial Infrastructure Program provides grants to cities or counties that must develop essential public works to support a manufacturing company project. The MDFB may provide a 50 percent tax credit to contributions received toward the development of infrastructure. DED's Brownfield Redevelopment Program provides tax credits for up to 100 percent of the cost of remediation of contaminated properties. Loan and grant funds are also available to fund other redevelopment costs.
Customized Industrial Training	<ul style="list-style-type: none"> DED's Customized Training Program assists new and expanding businesses in recruiting, screening, testing, training, and retraining workers. The New Jobs Bonds Program provides funds for classroom or on-the-job training paid for with employee withholding taxes.

Incentives (Contd.)	
Tax Exemptions or Credits	<ul style="list-style-type: none"> • Businesses within Lamar’s enterprise zone may also earn job/investment credits to offset income tax liabilities for up to 10 years. Up to \$1,200 can be earned for each new job created in an enterprise zone. Benefits may include credits for training, zone-resident employees, and special employees; up to a 50 percent income exemption; and up to 100 percent abatement of taxes on improvements to real property for up to 25 years. • Manufacturers’ inventories; raw materials; goods in process; as well as finished goods held for trade by retailers, wholesalers, and distributors are exempt from sales tax. • Private developers may establish a 353 Urban Redevelopment Corporation for blighted areas. These areas may offer an ad valorem property tax incentive; improvements to real property may be abated up to 100 percent for up to 25 years. • Certified machinery, equipment, and devices that abate air or water pollution are exempt from sales and use taxes. • Exemptions from sales and use taxation are allowed for the following: machinery and equipment used to manufacture a product when purchased to establish a new or expand an existing facility, whether bought in Missouri or in another state; manufacturing machinery and equipment bought to replace similar existing manufacturing machinery and equipment; materials and supplies used to install the categories of exempt machinery and equipment mentioned above; railroad rolling stock used in interstate commerce; pumping equipment and machinery used by common carriers to propel products transported by pipeline; equipment used by common carriers for the manufacture, maintenance, or repair of railroad rolling stock, aircraft, or motor vehicles; and aircraft purchased for use in interstate commerce by common carriers. • The following are also exempt from sales and use taxes: materials, goods, parts, and machinery that become component parts of finished products; materials used to produce steel; motor fuel; fuel used by utilities to provide taxable services; and electricity consumed in the manufacturing process, provided the cost of the electricity exceeds 10 percent of total production costs.

Contact Information	
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