



# SW MO RAIL & INDUSTRIAL PARK - UNDER DEVELOPMENT

INDUSTRIAL RAIL PARK LOTS FOR SALE | HWY 125 AND HWY 00, STRAFFORD, MO 65757

- Rail served industrial park lot sizes from 2.19 acres to 100+ acres (when combined)
- Rail connectivity available
- Chapter 100 sales tax exemption incentive on building materials can be available
- Zoning & TIF in place
- Fully usable tracts, with storm-water detention off-site
- Easy access to I-44
- Building coverage ratio of 25% - 30% required

EST. 1909

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## Executive Summary



## PROPERTY SUMMARY

**Sale Price:** \$50,000 - \$80,000 / Acre

**Lot Size:** 112.77± Acres  
(Lots: 2.19 acres -  
22.8 acres ±)

**Market:** Strafford

**Zoning:** M-2 General Manufacturing

The information listed above has been obtained from sources we believe to be reliable; however, we accept no responsibility for its accuracy.

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## PROPERTY OVERVIEW

Now under development, the SW MO Rail & Industrial Park brings to market platted industrial & manufacturing lots ranging from 2.19 - 100+ acres (when combined) with the ability to provide rail service for certain lots. The development may provide, with assistance from the City of Strafford, the ability to utilize available Chapter 100 Sales Tax Exemption on building materials (see included information on following page). All water detention is off site, and basins, streets, curb & guttering are funded via an approved TIF.

The development provides easy access to I-44 and is located directly across from John Deere's SW Missouri Distribution Center. The 160,000 SF distribution headquarters for Warson Brands is at the entrance to the development. Contact listing broker for more information.

## PROPERTY HIGHLIGHTS

- New development: Rail & Industrial Park lot sizes from 2.19 acres to 100+ acres (when combined)
- Rail connectivity available
- Chapter 100 sales tax exemption incentive on building materials can be available (click the link below for information)
- <https://ded.mo.gov/programs/business/chapter-100>
- Zoning & TIF in place
- Fully usable tracts, with storm-water detention off-site
- Easy access to I-44
- TIF funded improvements for streets, storm-water and development improvements
- Located across from John Deere's SW Missouri Distribution Center
- Home to the new 160,000 SF distribution headquarters for Warson Brands.
- The development is served by SpringNet Fiber Optic Internet
- Strafford Fire Department locating within the development
- Building coverage ratio of 25% - 30% required



LAND FOR SALE

# INDUSTRIAL RAIL PARK LOTS FOR SALE HWY 125 AND HWY 00, STRAFFORD, MO 65757

**100 Years**  
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Aerial



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## Chapter 100 Program Information



### CHAPTER 144.054 "CHAPTER 100" SALES TAX EXEMPTION ON THE LEASE TRANSACTION BETWEEN THE MUNICIPALITY AND THE COMPANY

#### **Purpose**

DED provides a state and local sales tax exemption on tangible personal property, which is used directly in the process or production, that is leased by the Company from the City/County.

Most of the benefits derived from the use of Chapter 100 property and sales tax exemptions are derived from processes that occur at the local municipality level. Under Chapter 100 the facility, construction materials and certain tangible personal property may be purchased tax exempt by the City/County and then leased back to the Company. That tax exempt status extends to both state and local sales tax and local property tax. The City or County is using its own tax exempt status to extend to the purchase and ownership of certain real property, construction materials, and tangible personal property in order to provide a lower cost benefit to a business locating or expanding in its community. That benefit may be derived through an exemption of local property taxes and/or state and local sales taxes for an established period of time.

DED's function within the Chapter 100 process is to offer an exemption of the sales tax that would otherwise be applied to the "lease" of specific tangible personal property executed by the Municipality to the Company as part of their Chapter 100 project.

The City/County tax exempt status does not cover state and local sales taxes that apply to the lease of certain tangible personal property back to the Company, which is the typical arrangement under the Chapter 100 process. (The lease of real property is not subject to sales tax.)

The City's/County's authority for the exemption of certain sales taxes and property taxes rests in the purchase and ownership. Section 144.054, RSMo, of the state statute recognizes that additional state and local sales tax application to the tangible personal property leased back to the Company, and provides a further benefit opportunity to exempt the tax only with permission of DED.

#### **Authorization**

Sections 144.054.3, RSMo

#### **Eligible Areas**

Statewide.

#### **Eligible Applicants/Beneficiaries**

Cities and Counties may apply to DED on behalf of Companies for which Chapter 100 bond proceeds are used to purchase tangible personal property used directly in the process or production, which is then leased back to the Company. Eligible companies include: manufacturing,

warehousing, distribution, office, research and development, agricultural processing and services in interstate commerce. Services in interstate commerce are defined with a very narrow definition. Retail and services in intrastate commerce are not eligible.

#### **Eligibility Criteria**

Circumstances Under Which DED May Apply the Discretionary Benefit Exemption:

- **DED Proposal:** The benefit must be contained in a formal DED proposal and accepted by the Company. Since DED cannot enact the sales tax exemption on the lease without the underlying Municipality Chapter 100 in place, any inclusion in a formal DED proposal will be coordinated with the Municipality and their Economic Developer.
- **But/For:** The proposal must be accepted by the Company prior to any project announcements, no approval or issuance of the bonds may have taken place, and the tangible personal property may not have been purchased prior to the acceptance of the proposal.
- **Competitive:** The project must be competitive, have comprehensive local incentive participation, have above average wages with benefits or be located in an economically distressed or blighted area, have a positive state fiscal impact and have an indication that the municipality has offered the local Chapter 100 exemptions.

#### **Program Benefits/Eligible Uses**

The Missouri Department of Economic Development (DED) must approve a state or local sales tax exemption to a company for which Chapter 100 bonds will be issued prior to the date the personal property is placed in service. The company may purchase eligible personal property for resale, as title will be transferred to the local government. The company will be responsible for the payment of sales tax on purchases exceeding the maximum accepted in the proposal, ineligible purchases, or the revenue stream generated by lease of ineligible personal property.

#### **Application/Approval Procedure**

Typical Steps in the Process of Receiving a DED Sales Tax Exemption Certificate for Sales Taxes Applied to the Lease of Certain Tangible Personal Property Leased By a Municipality to a Company under a "Chapter 100" Project:

1. The Municipality or their Economic Development Representative coordinates the incentive package to be proposed for a Company intending to expand or locate in the community and create new jobs directly with a DED Regional Business Development Specialist or Missouri Partnership Business Recruiter.

2. The DED Regional Business Development Specialist or Missouri Partnership prepares an incentive proposal request containing the estimated benefit amount of the sales tax exemption on the lease of certain tangible personal property subject to the completion of the underlying Chapter 100 approvals at the local level.
3. The Company accepts the DED proposal.
4. The City/County passes an Inducement Resolution.
5. The City/County AND Company submit the DED Chapter 100 Application with the following relevant attachments:
  - a. Company must submit a list of proposed purchases of tangible personal property;
  - b. City/County must submit a copy of the Inducement Resolution
6. DED reviews the Application and determines approval.
7. DED issues a conditional approval letter to the Company and the City/County (letter will also request tax clearance letter from Company).
8. The City executes the Chapter 100 bonds.
9. The Company purchases the property with the City/County exemption for resale on a tax exempt basis.
10. The real and personal property is transferred to the City/County.
11. The City/County executes a lease agreement with the Company for the property.
12. DED issues a Tax Exemption Certificate for the sales tax related to the lease.
13. Tangible Personal Property Not Considered Eligible for an Exemption of Sales Tax on the Lease: The following list is not exhaustive but includes known items to avoid when presenting an equipment or tangible personal property list to DED with the DED Chapter 100 Application:
  - Day care equipment
  - Weight room equipment
  - Break room equipment
  - Artwork

#### **Contact**

Missouri Department of Economic Development  
Finance Team  
301 West High Street, Room 770 | P.O. Box 118  
Jefferson City, MO | 65102  
Phone: 573-522-8004 | Fax: 573-522-9462  
Email: redevelopment@ded.mo.gov

Land Lots

# OF LOTS 13 | TOTAL LOT SIZE 2.19 - 22.8 ACRES | TOTAL LOT PRICE \$50,000 - \$80,000 / ACRE | BEST USE -

STATUS	LOT #	SUB-TYPE	SIZE	PRICE	DESCRIPTION
Available	Phase I - Lot 3	Industrial	8.31 Acres	\$65,000 / Acre	
Available	Phase I - Lot 11	Industrial	3.02 Acres	\$70,000 / Acre	
Available	Phase III - Lot 1	Industrial	22.8 Acres	\$50,000 / Acre	*Price TBD if rail access provided.
Available	Phase III - Lot 2	Industrial	11.86 Acres	\$65,000 / Acre	*Price TBD if rail access provided.
Available	Phase III - Lot 3	Industrial	5.87 Acres	\$70,000 / Acre	
Available	Phase III - Lot 4	Industrial	5.37 Acres	\$70,000 / Acre	
Available	Phase III - Lot 5	Industrial	7.25 Acres	\$70,000 / Acre	
Available	Phase III - Lot 6	Industrial	12.95 Acres	\$65,000 / Acre	
Available	Phase III - Lot 7	Industrial	9.48 Acres	\$65,000 / Acre	
Available	Phase III - Lot 8	Industrial	7.5 Acres	\$65,000 / Acre	
Available	Phase III - Lot 9	Industrial	10.33 Acres	\$65,000 / Acre	
Available	Phase III - Lot 10	Industrial	5.84 Acres	\$70,000 / Acre	
Available	Phase III - Lot 4B	Industrial	2.19 Acres	\$80,000 / Acre	



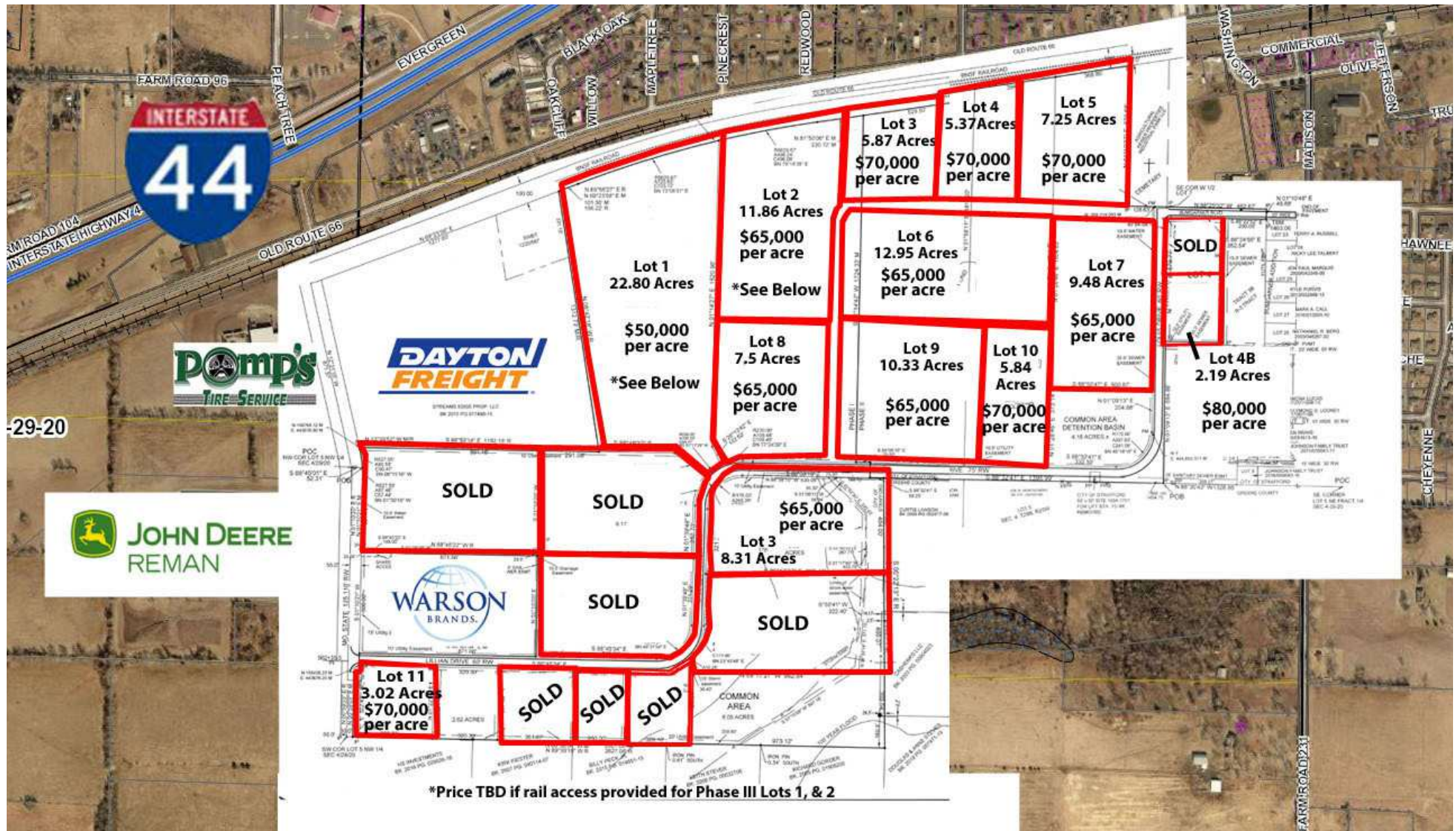
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## Site Plan



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Demographics Map & Report

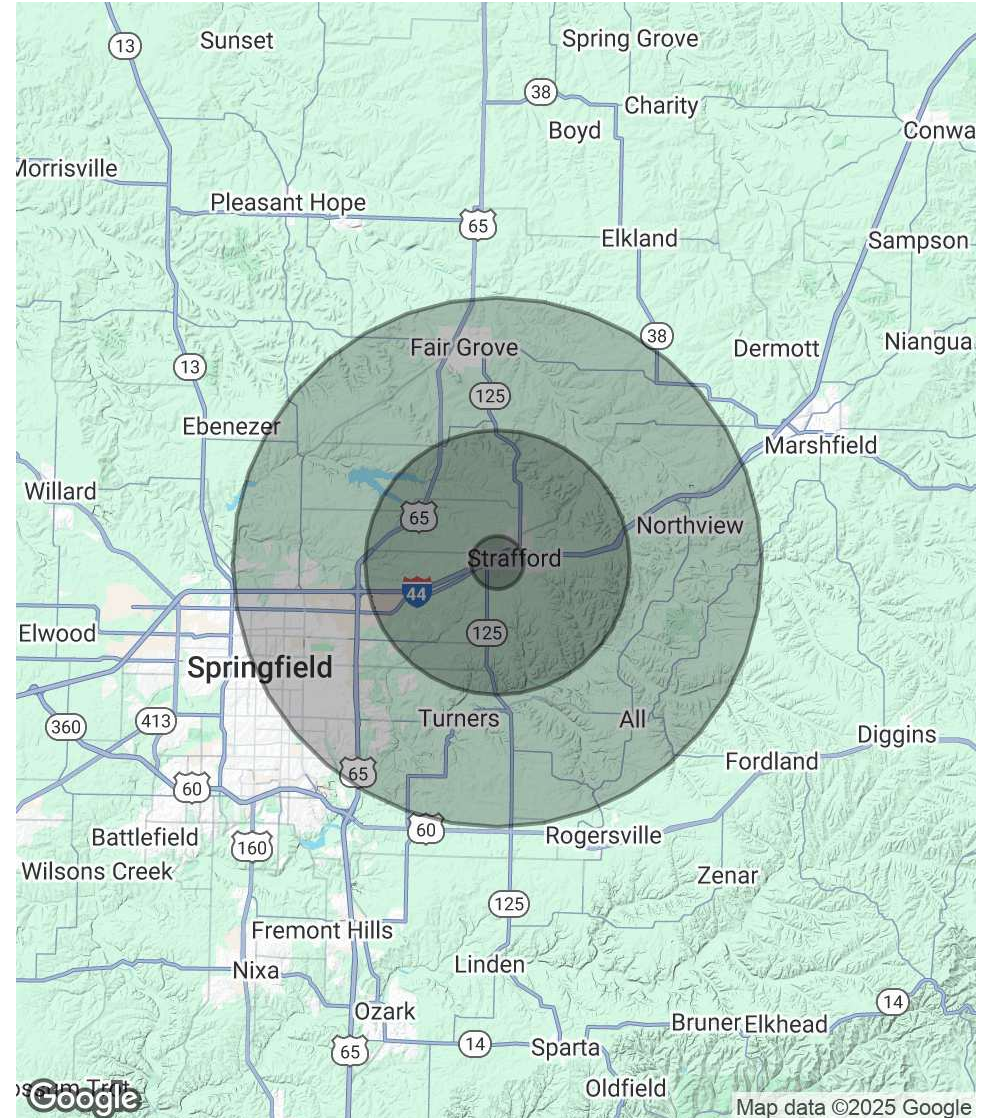
**POPULATION**

	1 MILE	5 MILES	10 MILES
Total Population	286	7,528	48,363
Average age	38.0	39.6	39.6
Average age (Male)	37.7	39.5	38.8
Average age (Female)	38.3	39.8	40.7

**HOUSEHOLDS & INCOME**

	1 MILE	5 MILES	10 MILES
Total households	108	2,961	19,427
# of persons per HH	2.6	2.5	2.5
Average HH income	\$57,365	\$64,426	\$67,565
Average house value	\$150,990	\$148,030	\$166,795

\* Demographic data derived from 2020 ACS - US Census





**Advisor Bio**

RYAN MURRAY, SIOR, CCIM, LEED AP, CPM

**Chief Executive Officer**



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**Professional Background**

Ryan Murray joined R.B. Murray Company after graduating with Distinction Honors with a B.A. in Business Administration, and obtaining the Leeds School of Business Real Estate Certificate, from the University of Colorado. He was later named Vice President, specializing in the sales & leasing of office, retail, and industrial properties. Mr. Murray also oversees R.B. Murray Company's property management & receivership divisions.

Recently Mr. Murray obtained the Society of Industrial and Office Realtors (SIOR) designation, a professional achievement for highly qualified commercial real estate practitioners with a strong transactional history in brokerage. SIOR individual members are the best in the commercial real estate industry, and the top-producers in their field. SIOR members are in more than 630 cities and 33 countries worldwide, and are recognized as top producing professionals – closing on average more than 30 transactions per year, and have met stringent production, education, and ethical requirements.

Mr. Murray has achieved the Certified Commercial Investment Member Designation (CCIM), and was one of the state's first commercial real estate professionals to achieve Leadership in Energy and Environmental Design Accredited Professional (LEED AP) status. As a Certified Commercial Investment Member (CCIM) Mr. Murray is a recognized expert in the disciplines of commercial and investment real estate, and as a LEED AP Mr. Murray has demonstrated a thorough understanding of green building practices and principles and the LEED Rating System.

Mr. Murray has also earned Certified Property Manager® (CPM®) designation from the Institute of Real Estate Management (IREM®), an affiliate of the National Association of REALTORS®. The CPM® designation is awarded to real estate managers who have met the Institute's rigorous requirements in the areas of professional education, examination and experience. CPM® Members must also abide by a rigorous Code of Professional Ethics that is strictly enforced by the Institute.

Mr. Murray currently serves as a director on the OTC Foundation Board and the Rotary Club of Springfield Southeast Board, is a past member of the Board of Directors for the Make-A-Wish® Foundation of Missouri, and a graduate of the Leadership Springfield program. Mr. Murray lives in Springfield with his wife Maggie and their son & daughter.

**Memberships & Affiliations**

SIOR, CCIM, LEED AP, CPM