



AG EXPO = CENTER =

2020-21 Master Plan Update & Annual Report

EDUCATE.
INNOVATE.
CULTIVATE.

Where The Vision Started

The Ag Expo Center is envisioned as a multi-purpose venue designed to promote agricultural education and leadership, youth development and tourism in the region. The vision began when a group of youth involved in 4-H began dreaming of a place where they could gather together and showcase their agriculture projects. That dream launched a bigger vision that has become the Ag Expo Center.

The project is a 501c3, managed by a Board of Directors and incorporating the support and generosity of many donors and partners.

Why is the Ag Expo Center So Important to Our Region?

The Ag Expo Center will serve a wide range of organizations associated with agriculture, business, life science and education. Once complete, there will be a heavy emphasis on 4-H, FBLA and FFA, among other similar organizations. Together, a shared vision for the project will turn this asset into economic strength and a better lifestyle for all of northwest Missouri.

The following benefits are expected from the Ag Expo Center project:

- › A central location where industry leaders, scientists and students can collaborate and innovate
- › A better standard of living and quality of life for residents, plus widespread benefits to organizations and businesses
- › An opportunity to invite young people to put down roots and embrace the industry and region
- › A skilled workforce, strengthened by job creation, mentoring and education

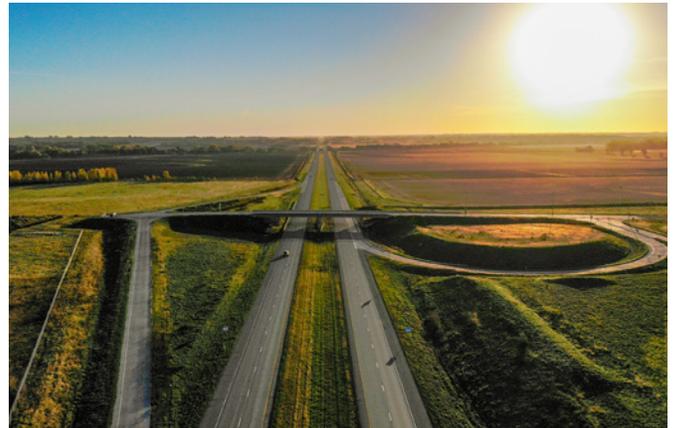
As the project progresses, it's important to adapt to the changing requirements and needs of the site and the vision. In 2020, some critical changes were made to the Master Plan in order to respond to changing needs. The Master Plan has allowed for the sale of some or all of the land for commercial use. This does not take anything away from the project goal or vision – and in fact, this enhances the overall impact of the project in many ways.

What Has Been Achieved

At its origin the Ag Expo envisioned an economic catalyst for the northwest Missouri area, and this vision has certainly made an impact on the region. On Sept. 30, 2020, the site was sold with all indebtedness retired. A substantial sum is on hand to move forward with financial strength, versus the financial challenges of the past.

Achievements include:

- › Community and County-Level support: From the initial formation of the 501(c)3 organization, the Ag Expo Center has enjoyed enthusiastic support from the community and the Buchanan County Commission.
- › Completion of a full-service bridge and interchange across Highway 36: This multimillion-dollar improvement to the region opens the door to significant economic growth and job creation.
- › A road to the north and the south of the interchange: These roads provide the catalyst to state-of-the-art developments in this critical area of the Midwestern Agricultural Triangle.
- › Many legal milestones have been achieved surrounding the purchase of the 145-acre site adjacent to Highway 36, including the repurposing and preparation of farmland as a catalyst for future development and additional jobs. When funding for the original Master Plan was not able to be accomplished, the Board revised the Master Plan permitting the sale of all or portions of the site, provided the buyer would bring substantial economic benefits to the region.
- › Job creation as the project has unfolded, reaching 200-plus positions or opportunities in the region.
- › A \$4.6 million grant from the Missouri Department of Transportation (MoDOT) allowed the Ag Expo Center to begin work gaining access to the property from Highway 36 and extended to the north. This economic development grant was the first of its kind in rural Missouri and required the project to produce 60 jobs. Through generous gifts from members of the community and local businesses, Ag Expo Center obtained a letter of credit to create those jobs, and work on the interchange has been completed.
- › On Sept. 30, 2020, the site sold to a successful regional development company, with all indebtedness retired. A sum of \$1.3 million is on hand to move forward with financial strength toward a new venue that maintains the original vision.



Why Did the Vision Change in 2020? What Are The Next Steps?

In 2020, some critical changes were made to the Master Plan in order to respond to changing needs – including the sale of the original location acreage for commercial use. This does not take anything away from the project goal or vision; in fact, this enhances the overall impact of the project in many ways:

The land sale means proceeds are being used to retire all indebtedness and obligations, moving forward with financial strength.

Doors will be opened to new opportunities at the original location, including a state-of-the-art business park creating numerous jobs and providing a large economic boost to the region. The park will be a tremendous asset for the community, and will extend the economic impact Ag Expo has already brought.

In seeking a new venue for the Ag Expo Center, leadership will be able to take advantage of all aspects of the economic environment now and, in the future.

The land sale also allows Ag Expo to be in a position to move to a smaller site – 25 to 40 acres – with a focus in keeping with the dream of local youth that started 15 years ago for funding agriculture and agri-business organizations with a mission and vision comparable to Ag Expo.

Further steps are underway to continue the Ag Expo Center as a venue for educational opportunities, leadership for area youth and agriculture at a new location. This may include a focus on scholarship opportunities for area youth.

In the coming months, project leadership will continue implementing the mission and vision of the Ag Expo Center. The project's mission and vision are still to improve the lives of area youth and build upon the region's longstanding agricultural heritage.



Meet the Ag Expo Center Board of Directors

Al Purcell, Chairman

Brandon Calvert, Vice Chairman

Gerald Sprong, Executive Director & President

Jerry Baker, Advisory Director

John Wilson, Treasurer & Secretary

Kent Brooner

Scott Davis

Fred Hannah

Roger Idecker

Donnie Miller

Kenney Newville

John Saunders

Jean Saunders

Sheri Spader

Cindy Weaver

Thank You to All Our Supporters:

On behalf of the Ag Expo Center Board of Directors, a sincere thank you is extended to all collaborators, funders, supporters and advocates. Your support across the development of this project continues to inspire and encourage everyone involved to a new educational opportunity for all the region's youth.

Financial Statement, as of Dec. 31, 2019

CURRENT ASSETS	
Cash and Cash Equivalents	\$74,811
Pledges Receivable	\$44,970
Mo Development Fin Board - With donor restrictions	\$233,935
Prepaid Expenses	\$3,625
Total Current Assets	\$357,341
PROPERTY AND EQUIPMENT	
Land	\$971,713
Land Development Costs	\$2,559,685
Equipment	\$4,003
Accumulated Depreciation	(\$4,003)
Total Property and Equipment	\$3,531,398
OTHER ASSETS	
Pledges Receivables - Net of Current Prtion	\$10,000
Beneficial Interest in Community Foundation	\$6,667
Deposit	\$200
Total Other Assets	\$16,867
Total assets	\$3,905,606

LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES	
Current portion of notes payable	\$214,402
Accounts payable	-
Accrued Interest	\$4,815
Deposits	\$5,000
Total Current Liabilities	\$224,217
LONG-TERM LIABILITIES	
Notes Payable, Net of Current Portion	\$1,376,703
Total Liabilities	\$1,600,920
NET ASSETS	
Without Donor Restrictions	\$2,060,751
With Donor Restrictions	\$243,935
Total Net Assets	\$2,304,686
Total Liabilities and Net Assets	\$3,905,606

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS	
REVENUE, GAINS, LOSSES, AND OTHER SUPPORT	
Contributions	\$907,048
Gifts-In-Kind	\$72,372
Special Event, Net	\$11,643
Rental Income	\$16,170
Change in Value of Beneficial Interest	\$1,462
Total Revenue, Gains, Losses, and Other Support	\$1,008,695
EXPENSES	
Program Services	\$17,697
Management and General	\$65,882
Fundraising	\$93,346
Total Expenses	\$176,925
CHANGES IN NET ASSETS	\$831,500



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