



# JOPLIN UNION DEPOT SOLICITATION OF INTEREST

Submissions Open  
March 18, 2024

Site Tour  
April 4, 2024

Submissions Due  
May 31, 2024

A project by the Endangered Properties Program of the Downtown Joplin Alliance



**MISSOURI**  
DEPARTMENT OF  
NATURAL RESOURCES



**DOWNTOWN  
JOPLIN  
ALLIANCE**

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This document was made possible by grants from the National Trust for Historic Preservation and the 1772 Foundation.



# REDEVELOPMENT OPPORTUNITY

## Joplin Union Depot Joplin, MO

The Joplin Union Depot in Joplin, Missouri is a historic train station built in 1911 by the Kansas City Southern Railway. Construction started in 1907, and the finished station showcased a progressive Academic Eclectic design with early curtain wall construction and bold, geometric details. Beyond its role as a transportation hub, the depot was a vital center for activity and commerce, boasting amenities like a waiting room, dining area, ticket offices, and other shops and services like a newsstand and barber shop. Despite its importance, it closed in 1971 and changed hands to private investors. Over time, the once-grand structure became neglected and deteriorated. In the late 1990s, ownership transitioned to the State of Missouri, overseen by the Missouri Department of Natural Resources' State Historic Preservation Office.

As an important piece of Joplin's history and prominent building in the downtown, Downtown Joplin Alliance is working in cooperation with the Missouri Department of Natural Resources' State Historic Preservation Office (SHPO) to find a preservation-minded developer to bring this historic building into a new era of prosperity.





# SITE OVERVIEW

The 3.6-acre site is owned by the State of Missouri's Department of Natural Resources. The property contains an approximately 22,640 square foot two-story commercial building built in 1911.

<b>Asking Price:</b>	Negotiable, with requirements*
<b>Address:</b>	205 N Main Street, Joplin, MO 64801
<b>Parcel ID:</b>	19100220004002000
<b>Legal Description:</b>	JOP MISC BEG NW COR LOT 17 WILSON & HUTTON 1ST S 100' E 94.5' SELY 170.17' W 63.7' S 100' E 95' SELY 128.6' SELY 160.09' NELY 171.33' NWLY 536.06' W 321.66' TO POB EX MIN
<b>Walk Score:</b>	76
<b>Zoning:</b>	Heavy Industrial (M-2)**

\*Transfer in "as is" condition, by Quitclaim Deed subject to covenant to insure its preservation consistent with section 253.400 to 253.407. RSMo

\*\*City is willing to rezone

# About City of Joplin



Nestled in the southwestern corner of Missouri, Joplin stands as a testament to America's spirit of resilience and progress. With a history spanning from its origins as a booming mining town to its contemporary status as a growing metropolitan hub, Joplin has continually evolved while preserving the essence of its rich past.

Joplin's beginnings are rooted in the late 19th century, amidst the lead and zinc mining surge that earned Missouri the title of the "Lead Belt." The discovery of vast mineral deposits in the region led to an influx of prospectors, entrepreneurs, and settlers, quickly transforming Joplin from a sparsely populated region into a bustling town. The mines not only brought wealth but also provided employment opportunities, attracting a diverse group of individuals. As a result, Joplin experienced rapid growth, leading to the establishment of infrastructure, schools, and businesses to support its burgeoning population.

The city's location, on the edge of the Ozark Mountain region and near the confluence of major routes, including Route 66 which runs through downtown, gave it a strategic advantage. Over the years, it became a vital transportation hub, further solidifying its importance in the region.

Today, Joplin is a blend of its historic charm and modern development. The once bustling mining town now boasts a variety of attractions and amenities. The downtown area, with its blend of historical buildings and newer establishments, is a vibrant center of arts, culture, and commerce. Joplin's commitment to education is evident in its institutions like Missouri Southern State University, which offers diverse programs and plays a central role in the community.

Natural beauty surrounds Joplin, with the Ozarks providing a picturesque backdrop. The city's parks, trails, and nearby recreational areas offer residents and visitors an opportunity to engage with the outdoors, be it hiking, fishing, or simply enjoying the serene landscapes.

Furthermore, Joplin's position at the crossroads of major routes continues to make it an essential transportation and trade hub. The city's location, almost equidistant from major cities like Tulsa, Springfield, and Kansas City, offers both strategic and economic advantages.

Joplin, Missouri, is more than just a city on a map. It's a story of perseverance, adaptability, and community. From its origins in the mining boom of the late 19th century to its present-day status as a growing metropolis, Joplin exemplifies the spirit of progress. It serves as a reminder that, even in the face of adversity, with unity and determination, communities can not only recover but thrive and flourish.

# About Downtown Joplin



At the heart of Joplin, Missouri, at the crossroads of a rich history and vibrant future, lies its downtown district. Downtown Joplin is both a window to the city's past and a showcase of its forward-looking spirit, making it a central point of pride for the community.

Perhaps what makes downtown Joplin truly special is its sense of community. Seasonal events, like the Third Thursday art walk, transform the downtown streets into vibrant community gatherings, fostering connections among residents and visitors alike. The local farmers market is not just a place to procure fresh produce but also a weekly ritual where neighbors catch up, children play, and community ties are strengthened.

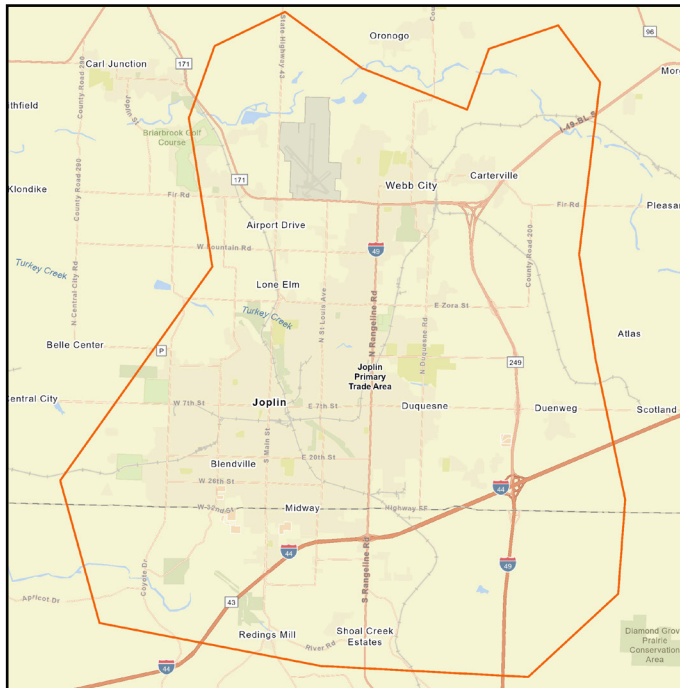
In recent years, revitalization efforts have breathed new life into the downtown area. Infrastructure improvements, the restoration of historic buildings, and the introduction of modern amenities aim to strike a balance between preserving Joplin's heritage and ensuring its relevance in the 21st century.

In essence, downtown Joplin stands as a symbol of the city's resilience and adaptability. It's a place where history meets progress, where memories of the past meld seamlessly with visions of the future. For locals and visitors alike, downtown Joplin offers a unique blend of experiences, making it a must-visit in the heart of the American Midwest.



# Downtown Joplin's Primary Trade Area

Using geofencing technology to determine where visitors and residents of the region come from, Joplin's primary trade area was established as outlined below. The data used in this report draws from this primary trade area using data from Claritas and further extrapolated by Place + Main Advisors, LLC. The data contained herein is presented in good faith to help inform potential developers and businesses owners. This data alone does not guarantee success.

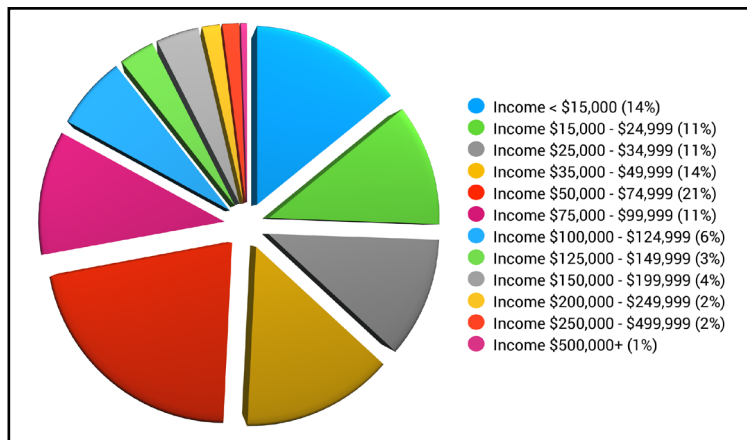


## Population + Household Growth

Year	Population
2000 Census	79,098
2010 Census	83,209
2023 Estimate	83,980
2028 Projection	85,445

Year	Households
2000 Census	32,098
2010 Census	34,163
2023 Estimate	34,525
2028 Projection	35,196



**\$65,712.00**

*2023 Est. Average Household Income*

**\$49,115.73**

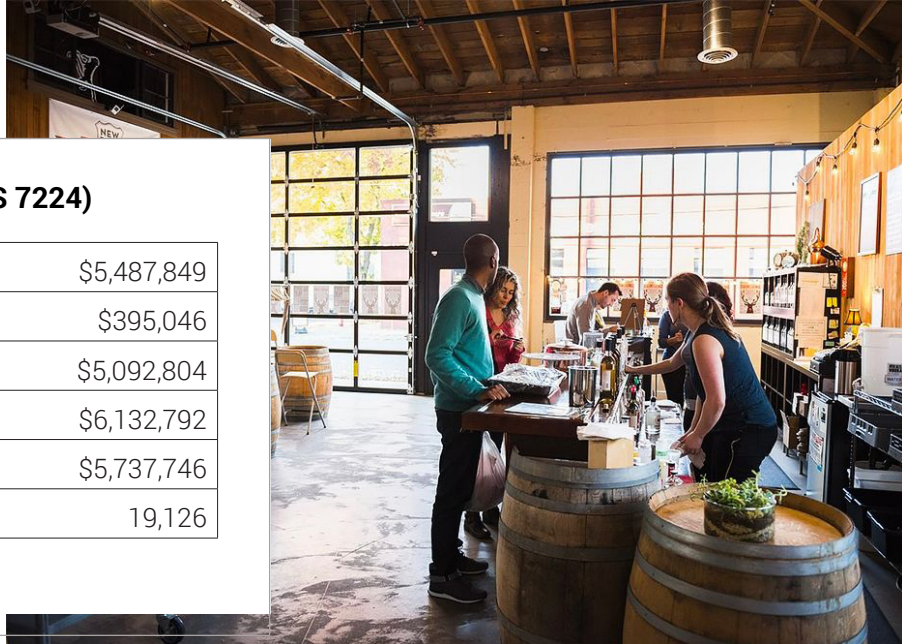
*2023 Est. Median Household Income*

## Household Income

Income Range	Number of Households
< \$15,000	4,888
\$15,000 - \$24,999	3,932
\$25,000 - \$34,999	3,890
\$35,000 - \$49,999	4,822
\$50,000 - \$74,999	7,365
\$75,000 - \$99,999	3,731
\$100,000 - \$124,999	2,218
\$125,000 - \$149,999	1,081
\$150,000 - \$199,999	1,327
\$200,000 - \$249,999	556
\$250,000 - \$499,999	523
\$500,000+	192

# Retail Demand

Based on Primary Trade Area  
Best Fits for Property Shown



## Drinking Establishments (NAICS 7224)

2023 Demand (\$)	\$5,487,849
2023 Supply (\$)	\$395,046
Opportunity Gap/Surplus (\$)	\$5,092,804
2028 Demand (\$)	\$6,132,792
Projected 2028 Gap/Surplus (\$)	\$5,737,746
Projected Max. Supportable Sq Ft	19,126



## Gift Stores (NAICS 45322)

2023 Demand (\$)	\$2,820,588
2023 Supply (\$)	\$117,619
Opportunity Gap/Surplus (\$)	\$2,702,969
2028 Demand (\$)	\$2,957,791
Projected 2028 Gap/Surplus (\$)	\$2,840,172
Projected Max. Supportable Sq Ft	14,201

## Snack and Non-Alcoholic Beverage Bars (NAICS 722515)

2023 Demand (\$)	\$8,758,880
2023 Supply (\$)	\$7,161,635
Opportunity Gap/Surplus (\$)	\$1,597,245
2028 Demand (\$)	\$9,573,827
Projected 2028 Gap/Surplus (\$)	\$2,412,192
Projected Max. Supportable Sq Ft	5,676



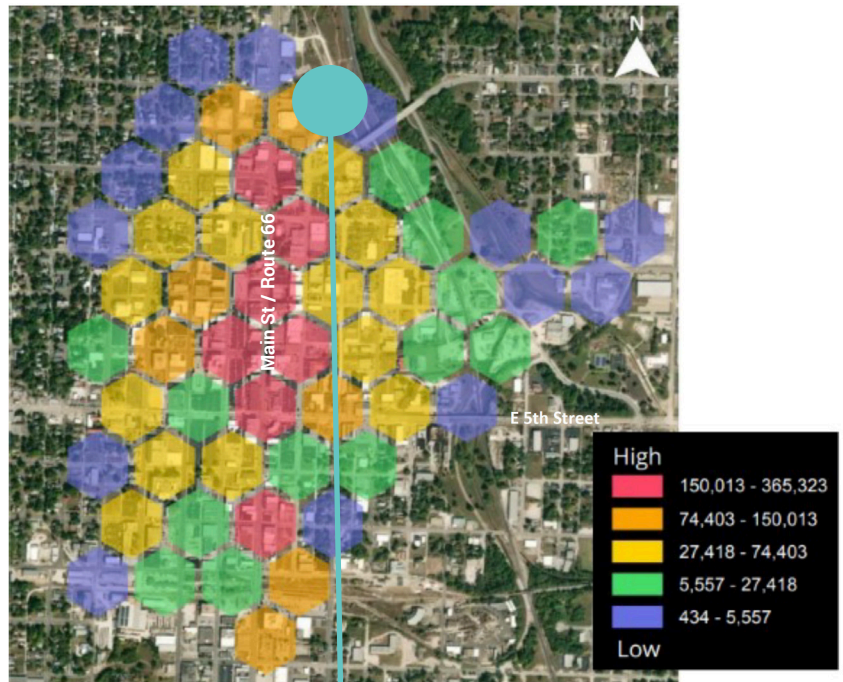
Source: Claritas, Place + Mass Advisors, 2022



# Downtown Joplin Visitor Data

## Where Visitors Go

The graphic to the right shows Downtown Joplin in the form of a heat map. The darker the red on the map, the more visitors frequent the location. As shown, the Joplin Union Depot is located directly along the most highly visited areas in the downtown. This would give any business located on the property good visibility to a highly trafficked area.



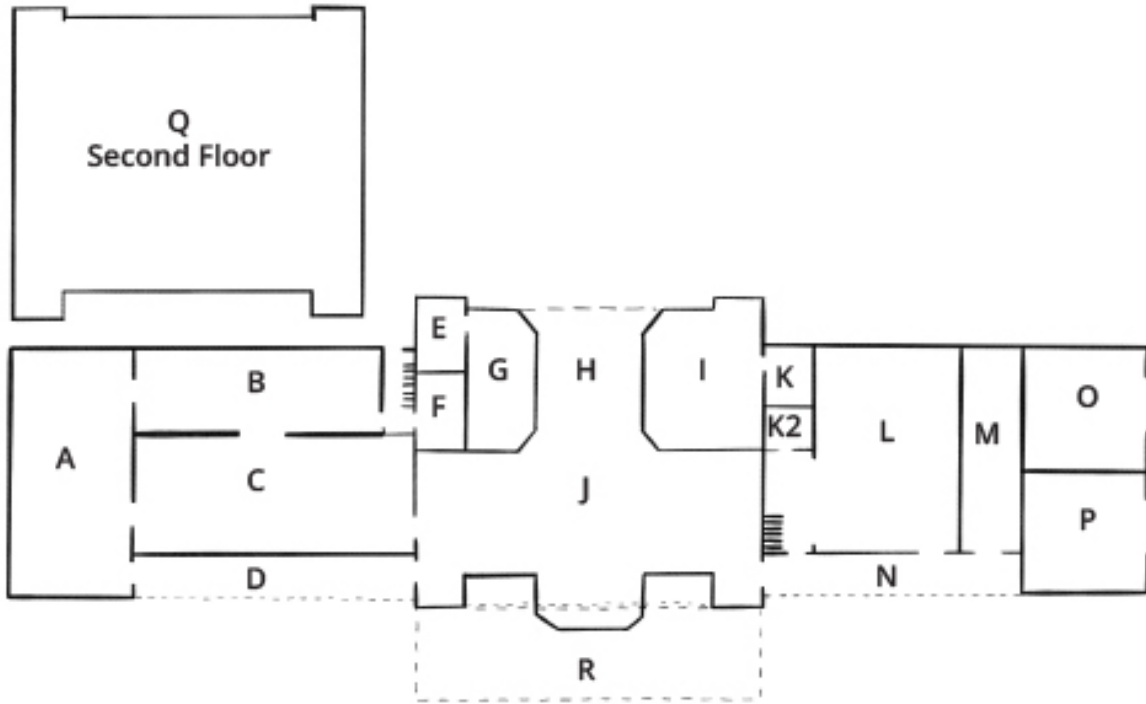
Joplin Union Depot

## Traffic Counts

[Avg Daily Traffic Volume]



# Floor Plan



Section	Dimensions	Total Sq Ft
A	30' x 60'	1,800
B	20' x 60'	1,200
C	30' x 68'	2,040
D	10' x 68'	680
E	12' x 17'	204
F	12' x 17'	204
G	18' x 31'	612
H	24' x 31'	612
I	30' x 31/34'	1,020
J	40' x 80'	3,360

Section	Dimensions	Total Sq Ft
K	12' x 16'	192
K2	12' x 9'	144
L	36' x 50'	1,800
M	15' x 50'	750
N	10' x 63'	630
O	30' x 30'	900
P	30' x 30'	900
Q	67' x 84'	5,628
R	22' x 83'	1,826

# Utilities

Water: Missouri-American Water Company, (866) 430-0820

Waste Water: City of Joplin, (417) 624-0820 ext. 530.

Natural Gas: Missouri Gas Energy, (800) 582-1234

Electric: Empire District Electric Company, (417) 625-5100

# Secretary of Interior's Standards

The Joplin Union Depot is listed on the National Register of Historic Places with United States Department of Interior. In addition, the property is owned by the Missouri Department of Natural Resources and managed through the State Historic Preservation Revolving Fund, which is administered by the SHPO. As such, any proposed project must comply with the requirements of sections 253.400 RSMo, et seq. and should rely on the Secretary of the Interior's Standards and Guidelines.

## Standards for Rehab

1. A property shall be used for its historic purpose or be placed in a new use that requires minimal change to the defining characteristics of the building and its site and environment.
2. The historic character of a property shall be retained and preserved. The removal of historic materials or alteration of features and spaces that characterize a property shall be avoided.
3. Each property shall be recognized as a physical record of its time, place, and use. Changes that create a false sense of historical development, such as adding conjectural features or architectural elements from other buildings, shall not be undertaken.
4. Most properties change over time; those changes that have acquired historic significance in their own right shall be retained and preserved.
5. Distinctive features, finishes, and construction techniques or examples of craftsmanship that characterize a historic property shall be preserved.
6. Deteriorated historic features shall be repaired rather than replaced. Where the severity of deterioration requires replacement of a distinctive feature, the new feature shall match the old in design, color, texture, and other visual qualities and, where possible, materials. Replacement of missing features shall be substantiated by documentary, physical, or pictorial evidence.
7. Chemical or physical treatments, such as sandblasting, that cause damage to historic materials shall not be used. The surface cleaning of structures, if appropriate, shall be undertaken using the gentlest means possible.
8. Significant archaeological resources affected by a project shall be protected and preserved. If such resources must be disturbed, mitigation measures shall be undertaken.
9. New additions, exterior alterations, or related new construction shall not destroy historic materials that characterize the property. The new work shall be differentiated from the old and shall be compatible with the massing, size, scale, and architectural features to protect the historic integrity of the property and its environment.
10. New additions and adjacent or related new construction shall be undertaken in such a manner that if removed in the future, the essential form and integrity of the historic property and its environment would be unimpaired.



More detailed information on the standards can be found [here](#).

# Redevelopment Incentives

## Federal Historic Tax Credit

The Federal Historic Tax Credit (HTC) program encourages the preservation and adaptive reuse of historic buildings across the U.S. by offering tax incentives. Property owners or developers can receive a 20% tax credit on qualifying expenses for restoring certified historic structures. For eligibility, buildings must be listed on the National Register of Historic Places or located in a registered historic district. The rehabilitation work must also be substantial, with costs exceeding the building's pre-rehabilitation value, and align with the Secretary of the Interior's (SOI) Standards for Rehabilitation.

To utilize the tax credit, property owners or developers need to submit a three-part application to the National Park Service via their State Historic Preservation Offices. This application establishes the property's historic status, details planned work, and, upon project completion, verifies that the work adheres to the required SOI Standards. Once approved, tax credits can be claimed on federal income tax returns, and if the credit amount surpasses their tax liability, the surplus might be carried back one year and forward up to 20 years. However, post-rehabilitation, the building should be maintained for at least five years to prevent potential recapture of the credits. For more information click [HERE](#).

## Missouri Historic Tax Credit

The Missouri Historic Tax Credit Program promotes the preservation and revitalization of the state's historic structures. It offers property owners or developers a tax credit of 25% of approved rehabilitation expenses for buildings listed on, or eligible for, the National Register of Historic Places or those in a certified historic district. Applicants submit applications to the Missouri Department of Economic Development, which works in coordination with the State Historic Preservation Office to verify compliance with Secretary of Interior's Standards. Once completed, the work is reviewed for adherence to specific rehabilitation standards. Approved credits can be applied to state income taxes, and any excess can be carried over to future years. This program not only conserves Missouri's architectural heritage but also spurs economic development by rejuvenating historic properties. For more information click [HERE](#) and [HERE](#).

# Redevelopment Incentives

## Project-Specific Gap Funding Variable (depending upon project)

Recognizing that the cost of mixed-use, traditional development is higher than it is for undeveloped sites, the City may, at its own discretion, commit project-specific future tax increment capture back to private projects for a specified period of time. The goal is to provide funding to close the “gap” that prevents the project from becoming a reality due to financial feasibility. For example, if the pro-forma for a project indicates that it cannot generate enough income to cover the cost of construction and a reasonable rate of return for a developer/investor, future tax increment can be committed to that development to make feasible. It can also be used as a tool to attract companies and businesses to the city to create new employment opportunities within the Tax Increment Financing District.

## Tax Abatement (353)

Under Chapter 353, tax abatement on real property taxes is available for a period up to 25 years. During the first 10 years, the property is not subject to real property taxes except in the amount of real property taxes assessed on the land, exclusive of improvements, during the calendar year preceding the calendar year during which the Urban Redevelopment Corporation(URC) acquired title to the real property. During the next 15 years, the real property may be assessed up to 50% of its true value. Under Chapter 353, tax abatement is not available for personal property taxes such as equipment or machinery. The length of time abatements shall be permitted will be outlined within the guidelines developed for each area or project designated.

## Opportunity Zone

Opportunity Zones are economically-distressed communities designated under a federal program aimed at promoting long-term private investments in these areas. Created by the 2017 Tax Cuts and Jobs Act, the program offers significant tax incentives to investors who reinvest their capital gains into these zones through a Qualified Opportunity Fund (QOF). The incentives include a temporary deferral of taxes on previously earned capital gains when those gains are invested in a QOF. The longer the investment is held, the greater the tax benefits. If held for at least 5 years, there’s a 10% exclusion of the deferred gain. If held for at least 7 years, this exclusion increases to 15%. Most notably, if the investment in the QOF is held for at least 10 years, any additional gains from that particular investment are tax-free upon sale or exchange.

## Contact:

Thomas Walters  
Community Development Planner  
City of Joplin  
Phone: (417) 624-0820 ext. 1539

# Joplin Union Depot Revitalization Planning

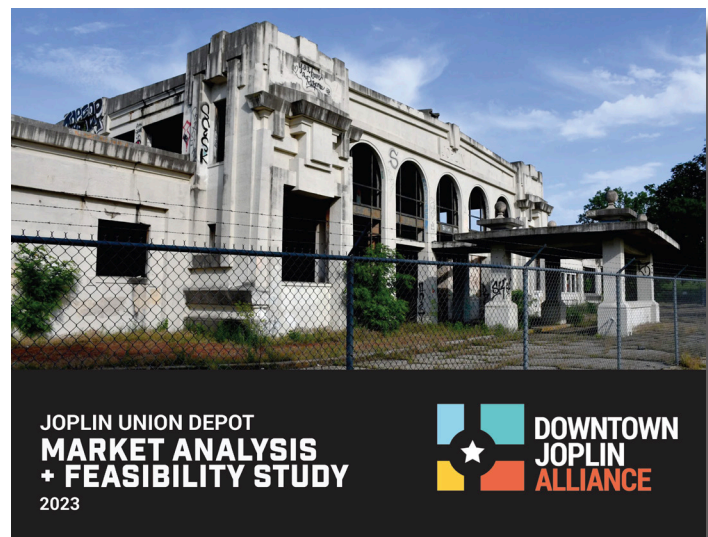
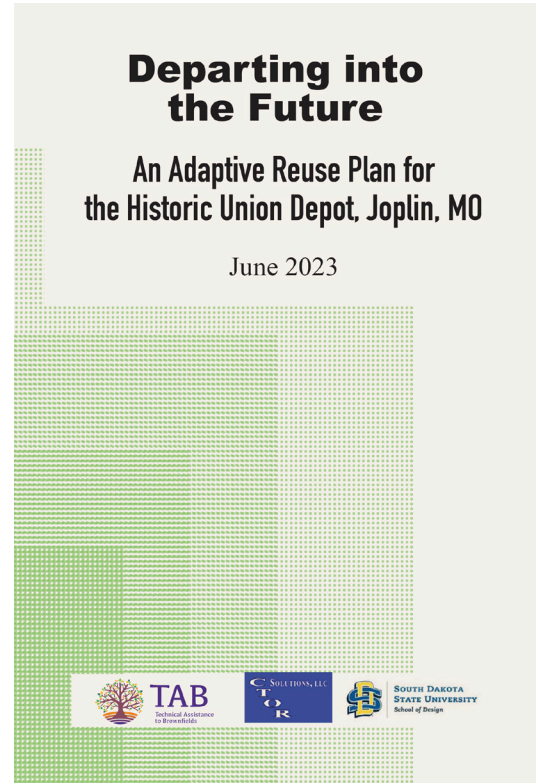
Joplin Union Depot holds a special place within the community. Over the course of 2023, two projects were undertaken to support the potential revitalization of the property. These separate but coordinated projects were led respectively by the South Dakota State University and Place + Main Advisors.

## Adaptive Reuse Plan

The first was a project conducted with South Dakota State University School of Design entitled, [\*Departing Into the Future: An Adaptive Reuse Plan for the Historic Union Depot, Joplin, MO.\*](#) This effort saw a design team working both remotely and on-the-ground. The team conducted numerous interviews and a well attended facilitated public meeting where residents and stakeholders shared their opinions and desires for the property. There was strong sentiment among stakeholders to see the property redeveloped with a desire to have the property accessible to the public in some manner. Suggestions from this plan ranged from reuse as a transportation hub to a restaurant and shops to a daycare facility.

## Market Analysis and Feasibility Study

The second project was commissioned by the Downtown Joplin Alliance and led by Place + Main Advisors of East Lansing, Michigan. Place + Main Advisors are a nationally-recognized place-driven economic development and destination storytelling firm specializing in real estate redevelopment. This project was a market analysis for downtown Joplin to determine potential business types that could be successful in the Union Depot, made recommendations on programming for the building, and conducted a high level financial pro forma to determine the potential for feasibility.



# Submitting Qualifications

For questions or to submit a response to this Solicitation of Interest, please contact

Missouri Department of Natural Resources  
Attn: State Historic Preservation Office  
1659 E. Elm Street, Jefferson City, MO 65101

[moshpo@dnr.mo.gov](mailto:moshpo@dnr.mo.gov)  
(573) 751-7858

Submissions may be mailed, emailed or hand delivered. Must be received by 5 p.m. May 31, 2024.

Submissions should identify information responsive to each of the following categories and should include no more than 10 pages of written material:

1. Concept narrative to include proposed reuse and identify components to comply with 253.405 RSMo to ensure its preservation. Sketches or renderings are encouraged, but not required.
2. Description of previous experience relevant to a project of this scope. Include description of project(s), photos and links.
3. Financial projections, including prospective funding sources. Letters from lenders, investors, etc. encouraged.
4. Three references from projects whose scope is applicable to your proposed project. Include one from a municipality or other government entity.

## Evaluation

Department of Natural Resources and Downtown Joplin Alliance will evaluate all complete applications and select the top interested party(ies) to enter into a pre-development agreement with a deadline of full proposal submission to be determined. DNR reserves the right to reject all submissions of interest.

If selected, interested parties will be invited to submit a full proposal including, but not limited to, detailed renovation and historic preservation plans, a timeline with progress milestones, funding plan and proof of financial capacity.

Scoring will be based on:

- Concept and historic preservation of structure (30%)
- Financial plan (30%)
- Experience (20%)
- References (20%)

\*The Department of Natural Resources is a government body under Missouri Sunshine Law (chapter 610, RSMo). Only information expressly permitted to be closed pursuant to the strictly construed provisions of Missouri's Sunshine Law will be treated as a closed record and withheld from any public request submitted to the Department. Proposers should presume information provided to the Department in a submission will be public and made available upon request in accordance with the provision of state law. The proposer's sole remedy for the state's denial of any confidentiality request shall be limited to withdrawal of their submission in its entirety. It is not the State of Missouri's intention to have requested any confidential material as part of the submission. Therefore, proposers should not include confidential information with their submission.

# Additional Information

Submissions open March 18, 2024

Site tour available April 4, 2024 from 10 a.m. to noon

Submissions due May 31, 2024

Property being made available in “as is” condition in all respects.

Seller authorizes due diligence inspections.

Seller makes no representations, guaranty, or warranty, express or implied concerning title or condition of the premises, including possible presence of environmentally hazardous material.

Environmental Assessments: Phase I (2023) at [\[LINK\]](#)

Additional information and resources may be found at:

<https://mostateparks.com/page/84371/state-historic-preservation-office>

<https://glenngroupllc.com/listings/historic-joplin-union-depot/>

<https://www.downtownjoplin.com/endangered-properties-program/union-depot/>

<https://www.downtownjoplin.com/wp-content/uploads/2023/10/Joplin-Union-Depot-Market-Analysis-and-Feasibility-Study.pdf>

<https://mostateparks.com/shpo/notice-request-bid>

Contact information for questions:

[moshpo@dnr.mo.gov](mailto:moshpo@dnr.mo.gov)

