AWS Proposed Project in Montgomery County

→ December 18, 2025

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Amazon Web Services (AWS)

Amazon Web Services (AWS) launched in 2006. AWS is the world's leading cloud computing platform with 19 years of experience serving millions of customers globally—from small businesses to Fortune 500 companies, hospitals, schools, and government agencies.

→ AWS is the world's most comprehensive and broadly adopted cloud, enabling customers to build anything they can imagine—by offering the greatest choice of innovative cloud capabilities and expertise, on the most extensive global infrastructure with industry-leading security, reliability, and performance.

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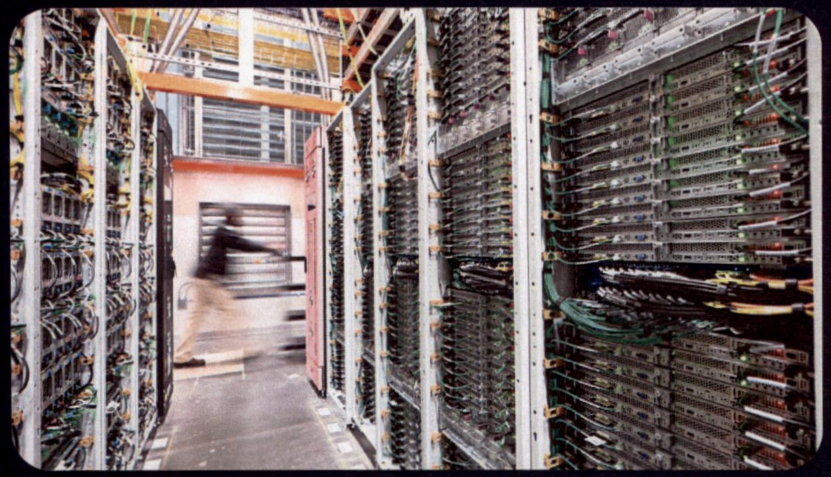
Data Center 101

What is a data center?

Data centers are the backbone of our modern digital lives. They keep your information safe and instantly available, powering everything from texts and streaming to school lessons, online banking, hospital care, and more. They are secure, continuously operating facilities that house equipment to store or process information that is accessible through the internet.



- → Computer Servers
- → Storage Equipment
- → Network Infrastructure (Fiber)
- → Cooling Systems
- → Back-Up Power

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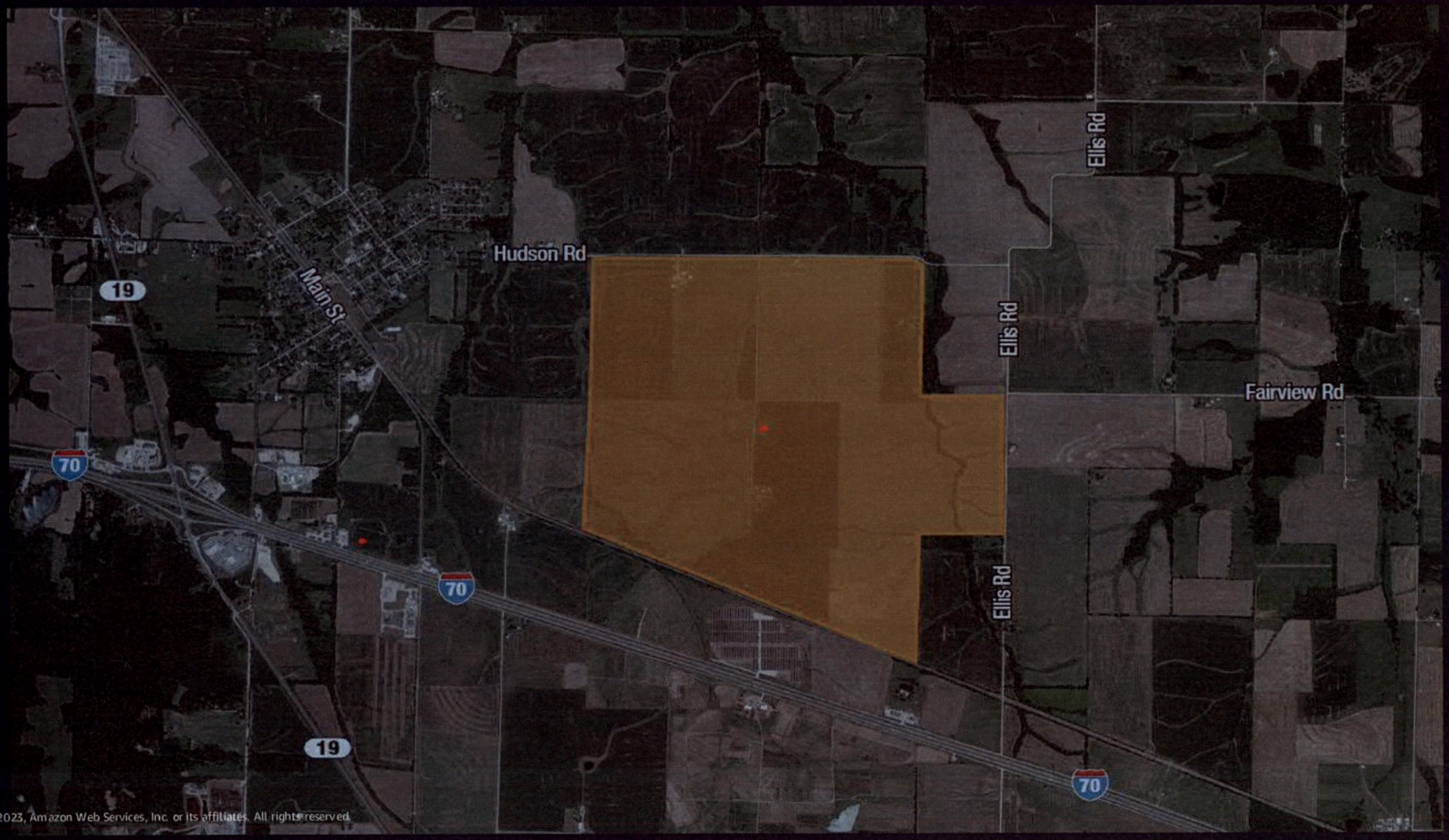
Proposed Site



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The largest private investment in Montgomery County's history

Anticipated Project Facts

- → ~900 acres
- → Minimum of 4 data center buildings
- → Maximum buildout of 17 buildings
- → Minimum capital investment of $8.5 billion
- → Construction beginning in early 2026
- → First facility targeted to be operational by 2027

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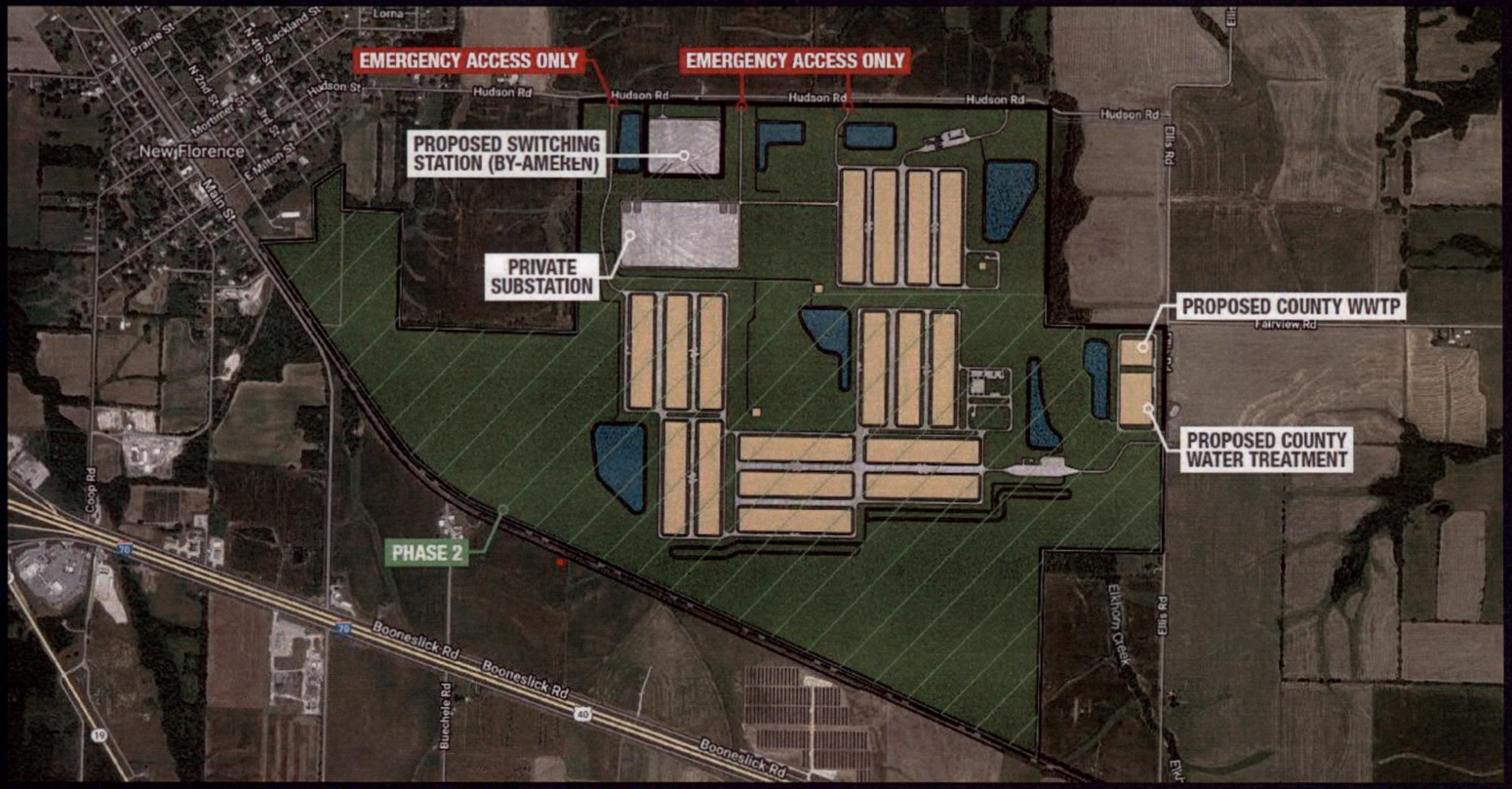
Proposed Site Plan



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View from Hudson Road

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Rendering View from Hudson Road

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How do AWS data centers compare?

AWS data centers produce far less traffic, produce a greater return, create jobs, and require less community resources than other types of development.

Land Use	Low Traffic	Revenue Positive	High-Paying Jobs	Low Community Resource Use
Data Center	✓ A low number of employees and visitors at one time.	✓ Net positive tax revenue generation.	✓ Staffed with highly paid local employees.	✓ Little strain on resources like schools, fire, police, etc.
Commercial	✗	●	●	✓
Industrial	✗	●	●	✓
Residential	✗	✗	✗	✗

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AWS Commitment to Missouri

Amazon is paying **100% of real property taxes.**

Fire and ambulance jurisdictions are also receiving **100% of their taxes with no abatements**

The county's cost-benefit analysis projects Amazon's real property tax contributions will range from:

- Minimum Scenario: $326 million
- Maximum Scenario: $1.5 billion

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The Revenue Reality

Additional Revenue Streams

→ $3 million in upfront community investment payments ($1.5M in 2026 & $1.5M in 2027)

→ $74 million- $308 million in PILOT payments over the agreement term.

Total Projected Tax Revenue [1]

→ $400 million to $1.8 billion

For Context [1]

→ The land currently generates ~$8,000 in tax revenue annually or $200,000 over 25 years.

→ Even in the min. scenario, that is a **200,000%** difference

[1] based on Montgomery County's Cost-Benefit Analysis

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What incentives will AWS receive?

- → All incentives are performance based
- → AWS will pay taxes annually
- → 25-year Personal Property Tax Incentive- Payment in Lieu of Taxes (PILOT)
  Structure: Fixed $3M annual payment (years 1-5), PILOT for 5% of taxes otherwise due (years 6-15) , PILOT for 25% of taxes otherwise (years 16-25)
- → Value of tax incentive: min $244M- $982M [1]

[1] based on Montgomery County's Cost-Benefit Analysis

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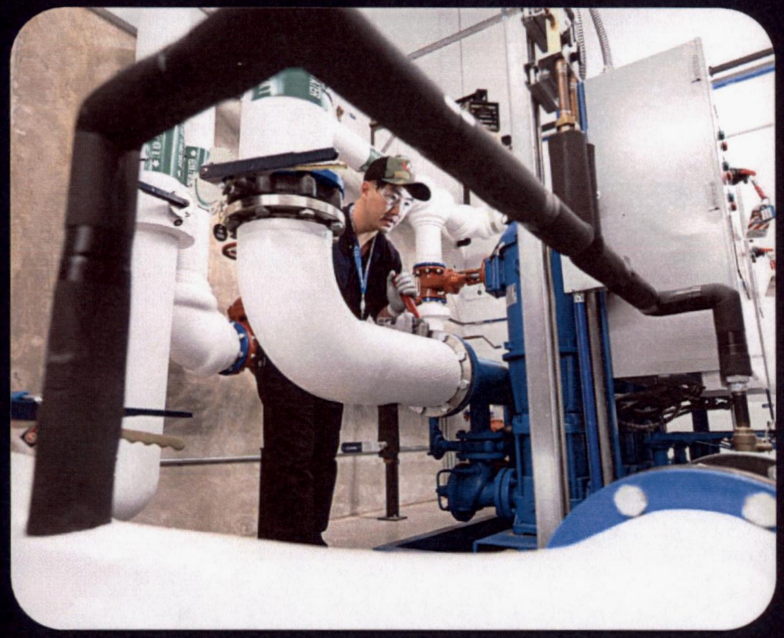
A long-term partnership that will reshape the region's economic future



Anticipated Jobs and Economic Growth

A minimum of 150 high-paying full-time positions with average wages of $85,000— well above the county average

Hundreds of full-time equivalent contractor positions

Thousands of construction jobs over the build-out period

Expanded opportunities for local contractors and small businesses

Infrastructure Investment

All water and waste-water facilities will be supported by AWS and will meet all MoDNR water quality standards

Roadway improvements

No financial risk to the county if the project doesn't proceed

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Workforce Development

Investing in the entire ecosystem

Data centers don't just create jobs—they create entire career ecosystems that span from design and construction through operations and long-term maintenance.

Build

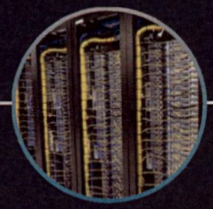
Physical construction of the data centers.

Connect

Running cable within and between data centers.

Power

Generating and transmitting power to data centers.



Operate & Maintain

Rack & stack, cabling, and server maintenance.

Maintenance of physical environment for servers.

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Workforce Development

Who works at a data center?

We focus on developing talent across this entire spectrum:

Job Categories

- → Data Center Operations Technicians
- → Data Center Engineers
- → Maintenance
- → Security

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Workforce Development

Partnering with community colleges and workshops

Programs we've launched in other communities include fusion splicing workshops through community colleges that train residents in fiber optic installation and repair, and information infrastructure pre-apprenticeship programs—paid training opportunities for careers in building, connecting, powering, and operating data centers.

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Graduation photo by Suzanne Carr-Rossi for Germanna.

Community Engagement

How do we engage the community?

AWS has a dedicated InCommunities team that engages directly with neighbors and community-focused non-profits.

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Community Engagement

How do we engage the community?

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ADDRESSING CONCERNS RESPONSIBLY

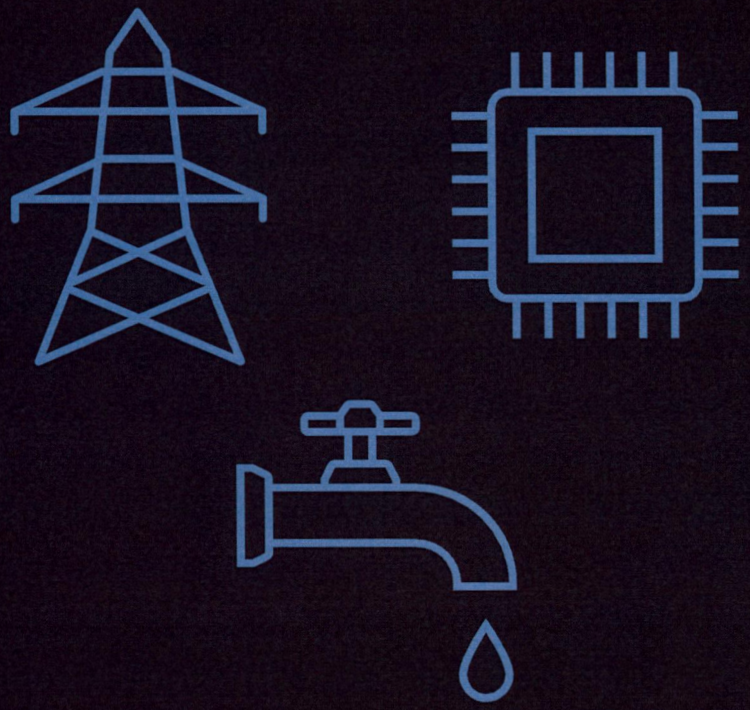
WATER

- Based on geography, expected to use natural air for cooling 93% of the year and only use water for cooling 7% or less of the year.
- Average annual water use: 2.9M gallons per building, up to 50M gallons at full buildout.
- Represents just 0.03% of the aquifer's average annual safe yield in the region
- 2 independent engineering firms confirmed that the underlying aquifer contains abundant water volumes of more than 23 trillion gallons, with only 8% of the aquifer's annual safe yield currently being used.

Projected data center water usage

Each building, on average, will use the same amount of water as a typical restaurant.

The full data center campus will use the same amount of water as a typical golf course.



POWER

- Will be subject to a Ameren's large load tariff with a separate rate structure designed to protect from any impact to resident rates.

SOUND

- The nearest population center to the City of New Florence has a sound ordinance with which the project will comply.
- Facilities will adhere to federal guidance for the health and welfare of surrounding communities, which often are lower than the regulatory standards.

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AmazonSTLWest.com

We launched a comprehensive FAQ landing page at Amazonstlwest.com where we've addressed common questions about water usage, energy consumption, sound impacts, and community benefits.

ACCESS STL·WEST

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In Conclusion

Commissioners, this is a once-in-a-generation opportunity to secure Montgomery County's economic future. This project will create:

Hundreds of millions
(potentially over a billion)

High-paying jobs and career pathways

Billions in infrastructure

Montgomery County as technological leader

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