



Keeping St. Louis In Business  
**SLDC**  
ST. LOUIS DEVELOPMENT CORPORATION

# City of St. Louis

Francis G. Slay, Mayor



THE COMMON SEAL OF  
THE CITY OF ST. LOUIS



## St. Louis Development Corporation

Otis Williams  
Deputy Executive Director

1

St. Louis Development Corporation

## Economic Development Agency for the City, Staff of 68

### Business Development



### Real Estate Development



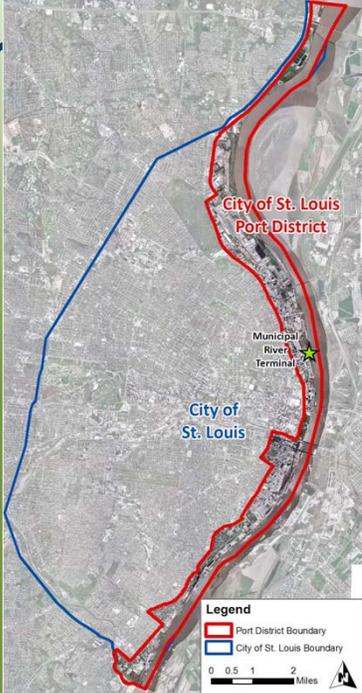
2

St. Louis Development Corporation



**Port District**

- 19 miles long
- Major Employers:
  - ACL
  - ADM
  - Dial Corporation
  - Covidien
  - St. Louis Produce Market
  - Procter & Gamble
  - Anheuser-Busch/In-Bev
  - Performance Food Group
  - Lumiere Place
- 50 leaseholds
- Nick Nichols, Operations Manager  
[www.stlouisportauthority.org](http://www.stlouisportauthority.org)



St. Louis Development Corporation

## Municipal River Terminal

- A \$15.6M EDA grant is being used to:
  - o Rebuild south dock
  - o Construct middle dock
  - o Redevelop terminal infrastructure
- SLDC providing \$3.9M match with private loan funds; total project is \$19.5M.
- The final product will include a 2,000 linear foot dock -- complete in 2013.
- **A Request for Qualifications for the long-term operator lease will be let this fall, followed by a Request for Proposals.**



St. Louis Development Corporation

# Municipal River Terminal Expansion

2,000 linear foot dock (under construction)



*Pre-Construction*



*2013*

5

St. Louis Development Corporation

# North Riverfront Commerce Corridor Land Use Plan



Location. Connectivity. Opportunity.

For more information contact:  
Rob Orr  
St. Louis Development Corporation  
(314) 622-3400, ext. 230  
OrrR@stlouis.gov

[www.stlouis-mo.gov](http://www.stlouis-mo.gov)

St. Louis Development Corporation

## North Riverfront Commerce Corridor



7

St. Louis Development Corporation

## St. Louis, Missouri: Globally Connected



### Located within 600 miles of St. Louis:

- 35% of U.S. population
- 35% of U.S. employment
- Over 30% of U.S. gross domestic product
- 50% of U.S. crop & livestock production
- 50% of U.S. manufacturing employment
- 45% of U.S. gross manufacturing product
- 17 cities with populations over one million

8

# Connections by Water



## Port of Metropolitan St. Louis:

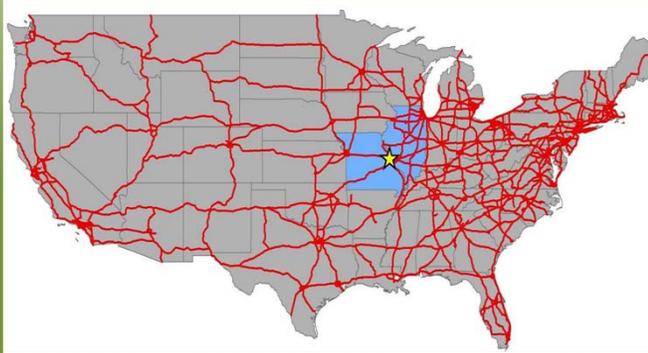
- Located at heart of 12,000-mile U.S. Inland Waterway system
- Intersection of Marine Highways M-55 & M-70
- Dry and liquid bulk products and general cargo
- Containerized shipping capacity is expanding

# Connections by Rail



- 3rd largest rail commerce center in U.S.
- Heavy rail traffic
- Six Class I railroads (BNSF, CN, KCS, UP, CSX, NS)
- Connecting to Canada & Mexico
- Two short line railroads (TRRA, Alton Southern)

## Connections by Interstate



- Major trucking center
- Over 250 regional carriers
- Four interstate highways (I-64, I-70, I-55, I-44) and four interstate connectors in St. Louis (I-255, I-370, I-170, I-270)

## Connections by Air



### Lambert Airport:

- U.S. Customs and Food & Drug Administration located on site
- Approved Foreign Trade Zone status
- All-weather takeoffs and landings
- Future development of cargo facilities includes 700,000 square feet of buildings and 1 million square feet of ramp space
- Capacity for cargo & passenger growth

*Lambert and Mid-America Airports are currently pursuing international cargo service.*

# Marine Highway Program

- Implemented in 2010 by MARAD.
- Projects have been identified, but Congress does not currently fund the program.
- MARAD & East-West Gateway currently applying for M66 crossing designation.



# Port of Metropolitan St. Louis (PMSL)

- 2<sup>nd</sup> largest inland port by trip ton-miles; 24 billion annually
- 3<sup>rd</sup> largest inland port by tonnage; 31.3 million tons annually
- 70 miles long as defined by the Army Corps of Engineers
- Northernmost ice-free and lock-free port on the Mississippi River
- 130 facilities on both sides of the river



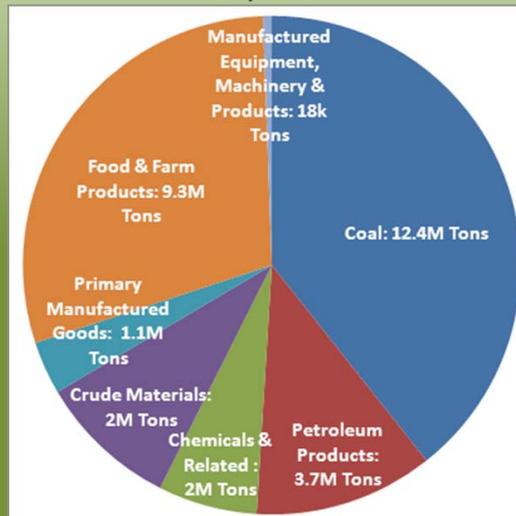
## Global Shipping Capacity

- Lock-free water access to Gulf of Mexico, Central and South Americas, Panama Canal, and Africa.
- Between St. Louis & the Gulf of Mexico, one tow can push 30-45 barges. Upriver from St. Louis, one tow pushes 15 barges or less.
- Recently expanded Foreign Trade Zone.



15

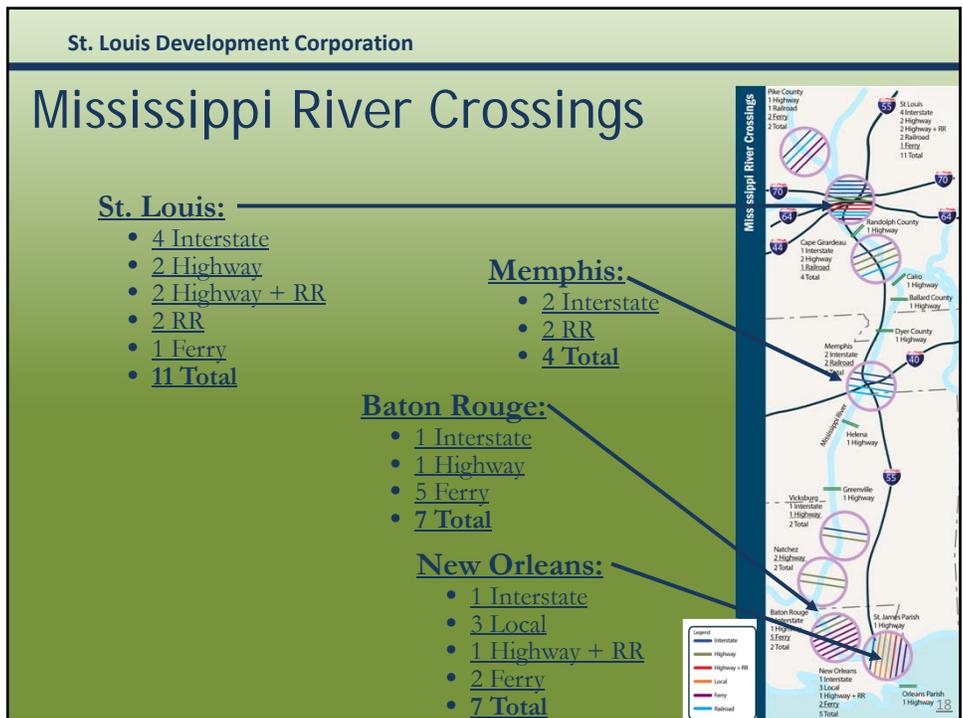
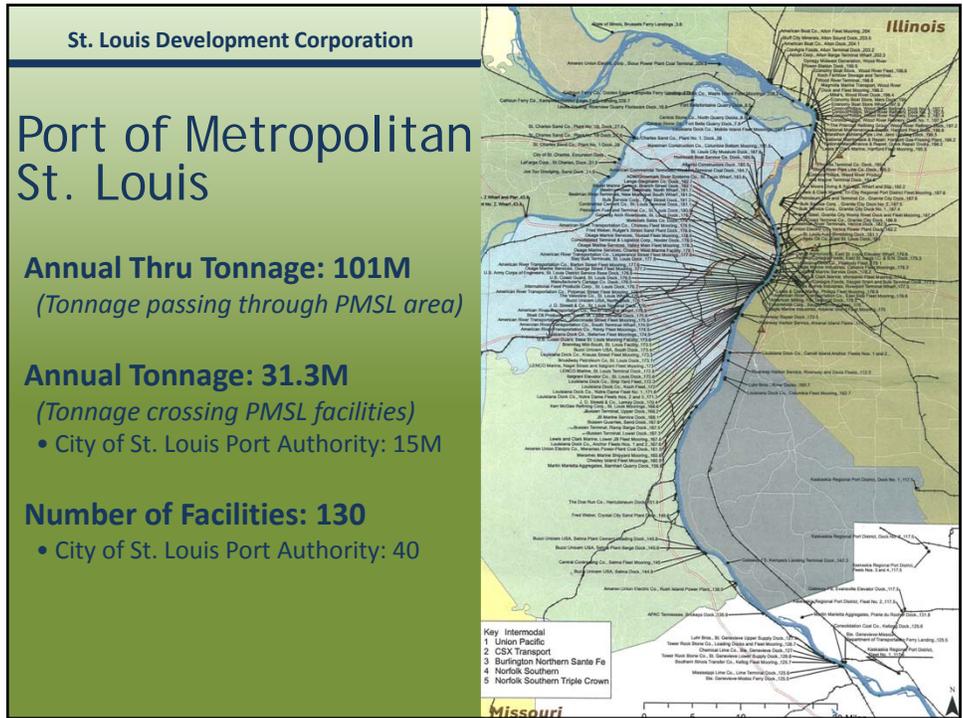
## Freight Traffic Commodities Port of Metropolitan St. Louis

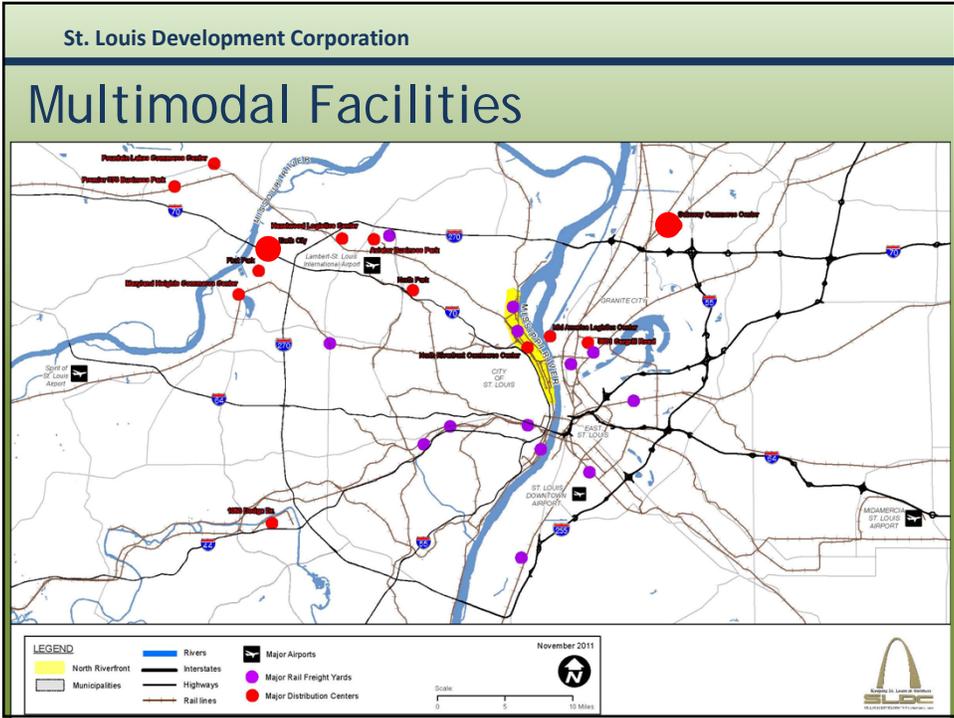


Source: *Waterborne Commerce of the U.S.*, Calendar Year 2009, Part 2, U.S. Army Corps of Engineers, 2009

16

16



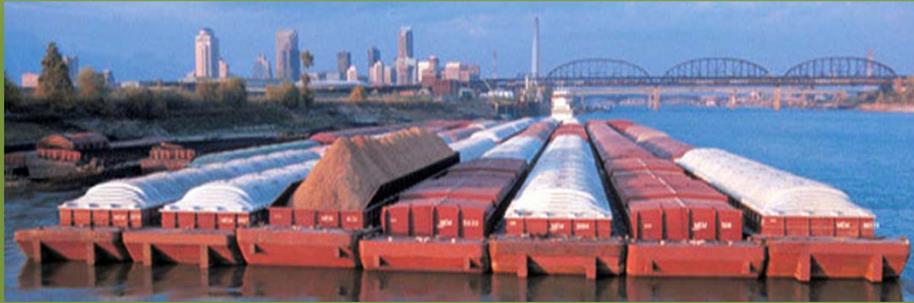


- St. Louis Development Corporation
- ## Goals
1. We want you to prosper.
  2. We want an efficient, well-run, top-quality MRT.
  3. Continue public, general purpose usage.
  4. Ideal operator will bring value-added commerce.
  5. Operator understands we must compete as a region.
- 20

St. Louis Development Corporation

## Regional Port Working Group

- Meet every 2 months
- Over 30 stakeholders from region's port districts, MARAD and other governmental entities, civic groups, Ameren, and private businesses



21

St. Louis Development Corporation

Nick Nichols, Operations Manager, St. Louis Port Authority  
nicholsn@stlouis-mo.gov



St. Louis Development Corporation

# Recent and Upcoming Improvements



Susan Taylor, Major Project Manager, [taylor@stlouis-mo.gov](mailto:taylor@stlouis-mo.gov)

23

St. Louis Development Corporation



PORT / NORTH RIVERFRONT LAND USE STUDY

BASE CASE SCENARIO (ON - DOCK RAIL FOR GRAIN EXPORTS)

Halcrow

24

St. Louis Development Corporation



Municipal Terminal Dock  
Middle Dock Area

(Pre-construction photo)

25

St. Louis Development Corporation

## New Mississippi River Bridge



Currently under construction, the 1,500-foot cable-stayed bridge has a \$667M total project cost (Illinois: \$313M, Missouri: \$115M, Federal: \$239M).

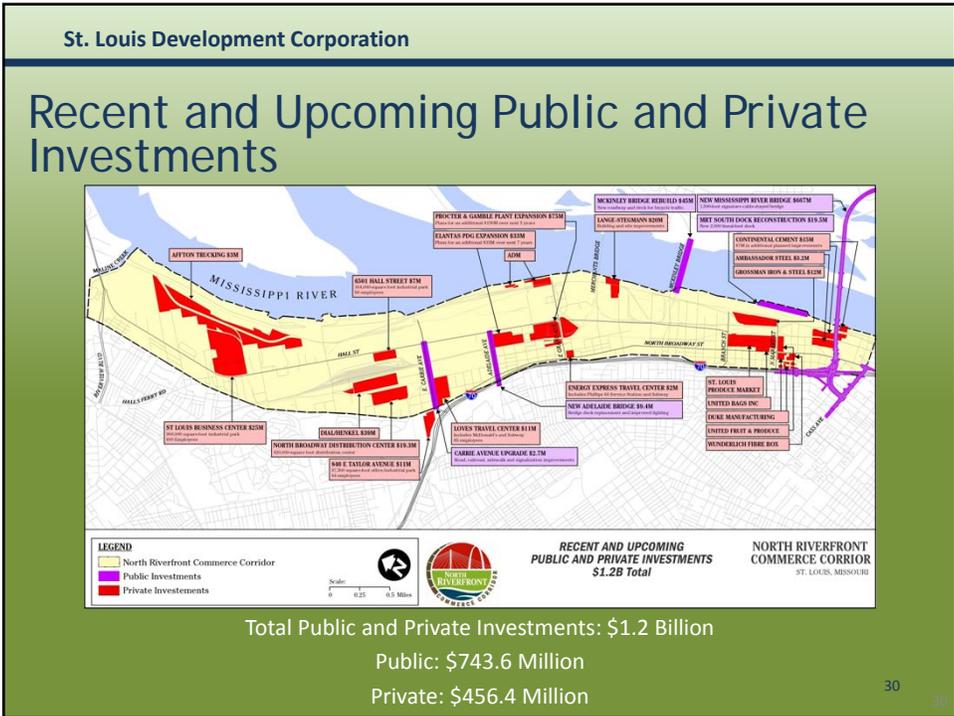
26

St. Louis Development Corporation



St. Louis Development Corporation





## Procurement Schedule

- August 6-17: one-on-ones here at SLDC
  - Email Susan Taylor if interested [taylor@stlouis-mo.gov](mailto:taylor@stlouis-mo.gov)
- August 27: issue RFQ, open for 6 weeks; site visits will be offered
- October 8 - November 2: Selection Committee formed, review of RFQ responses, boards/EDA/Pulaski (SLDC's lender) approvals, teams selected to receive RFP's
- November 5: issue RFP's, open 10 weeks (includes Thanksgiving and Christmas); additional site visits offered if needed
- January 21: RFP's reviewed, 3 weeks
- February 11: negotiations with preferred bidder, 6 weeks

31

21

## Questions?

[www.stlouis-mo.gov/sldc/slpa/mrt.cfm](http://www.stlouis-mo.gov/sldc/slpa/mrt.cfm)



32

32