

SLDC

ST. LOUIS DEVELOPMENT CORPORATION

2015 REPORT TO THE REGION



ON THE COVER

CITYARCHRIVER

The \$380 million transformation of the national park is well underway. The project includes remarking the landscaping around the Arch, expanding and redesigning the museum, raising Lenore K. Sullivan Boulevard to reduce flooding on the riverfront and creating a better connection between the iconic landmark and downtown. The north parking garage is being replaced by an amphitheater, an explore garden for children and new biking and walking paths. The project is a partnership of SLDC, the CityArchRiver Foundation, Great Rivers Greenway, the National Parks Service, Missouri Department of Transportation, and the City of St. Louis. Slated for completion by 2017, the CityArchRiver project will have a lasting impact on the economic, social, environmental, recreational and educational fabric of the entire bi-state metropolitan region.

LOOP TROLLEY

A 2.2-mile electric trolley system is currently under construction along Delmar Boulevard and DeBaliviere Avenue. The trolley will connect The Loop restaurants, shopping and entertainment district with Forest Park. Its 10 stops will include two MetroLink stations and the Missouri History Museum. The \$43 million trolley project is being funded by a \$25 million federal Urban Circulator grant, grants from the Congestion Mitigation & Air Quality Improvement and Surface Transportation programs, New Markets Tax Credits, Tax Increment Financing and private funds. The trolley system, which will begin operating next year, will provide environmentally friendly transportation, enhance tourism and spur economic development. Joe Edwards, the driving force behind the revitalization of The Loop, came up with the streetcar concept.

INNOVATION, INVESTMENT BOOMING AT CORTEX

The Cortex Innovation Community, the 200-acre district in Midtown, is booming. The plan for the mixed-use project, initially envisioned as a business park, now includes residential, retail, office and green space. Highlights include:

- In 2016, TechShop, the membership-based DIY workshop, will move into a new three-story, 60,000-square-foot, \$24 million building. Already in eight other cities, TechShop provides space, industrial equipment and classes for both amateur and professional inventors.

- The Center for Emerging Technologies has been rebranded as the CIC@CET. Cambridge Innovation Center, which took over the facility's operations, recently completed a \$5 million overhaul of the building, best known for its co-working spaces.

- Every Thursday at the @4240 building on Duncan Avenue, Venture Cafe hosts entrepreneurs of all types to connect them to resources available in the community. The free events typically draw more than 400 people.

- MSD Project Clear is working on Cortex Commons, a \$5 million rain-scaping project. Rainscaping prevents stormwater from reaching the sewer system by capturing and diverting it to locations where it is detained, infiltrated into the ground, evaporated, taken up by plants, or reused. The green investments will continue during the coming years and will include streetscapes across the district.



Cortex has invested \$5 million to renovate CIC@CET, formerly the Center for Emerging Technologies.

- Eagle Bank and Trust has opened an Entrepreneur Service Center in the @4240 building. Not a branch bank, the center is collaborating with the Cortex community of emerging businesses and entrepreneurs, providing essential operational support functions.

- The new \$50 million Shriners Hospitals for Children-St. Louis includes inpatient beds, family guest rooms and a research facility.

- The highly anticipated IKEA home furnishing store is open.

- GadellNet, a full-service IT consulting firm, recently moved into its new home in the Forest Park Southeast district neighborhood, just south of Cortex. The company and its partner, UIC, invested \$1.35 mil-

lion to renovate the building.

- Coming soon is Cortex Commons Station, MetroLink's first expansion since 2006.

The Cortex Innovation Community has seen more than \$500 million of development and is projected to see a total of \$2.1 billion in development and \$100 million in public infrastructure improvements when fully built out. Cortex plans call for as many as 12,000 jobs to be added by 2035.

Cortex was formed in 2002 by Washington University in St. Louis, BJC Healthcare, University of Missouri-St. Louis, Saint Louis University and the Missouri Botanical Garden to capture the commercial benefits of university and regional corporate research.

T-REX PROMOTES ENTREPRENEURSHIP

T-REX, the region's largest concentration of tech startups, is not only growing new businesses but also is a key leader in the region's efforts to promote entrepreneurship.

The co-working facility is home to 100+ startups, accelerator programs and venture capital firms, such as iTEN, Capital Innovators, Cultivation Capital, SixThirty, Prosper and Arch Grants and hosts many entrepreneurial activities, including Startup Weekend and StartLouis.

In addition to making plans to accommodate more companies,

T-REX is working to strengthen partnerships with the corporate and university communities in St. Louis.

The State of Missouri has allocated \$15.86 million in funding for science and technology programs in fiscal year 2016.

T-REX (short for technology regional entrepreneur exchange) is a nonprofit collaboration of SLDC, the St. Louis Regional Chamber, Downtown STL Inc. and the City of St. Louis. The technology incubator purchased and relocated to the historic Lammert Building in 2013 using \$4.9 million in New Markets Tax Credits.



T-REX Executive Director Patricia Hagen

DEVELOPMENT INCENTIVES HIGHLIGHTS

TAX ABATEMENT

\$180 million
of new investment

997

New housing units

738

New jobs

18

Developers

106

New plans

TAX INCREMENT FINANCING (TIF)

\$22.8 million

\$88 million

private investment

430

New jobs created



DILIP VISHWANATH

Willie Sanders, founder and owner of A-Plus Contractors, will use his loan to purchase a dump truck and to hire a new driver. Founded in 2009, his hauling company transports aggregate materials, such as rock and sand. A-Plus also has a snow removal contract with Lambert-St. Louis International Airport.

Fund will make below market rate construction-related loans of up to \$1 million. The goal is to increase the number, size and stability of minority- and women-owned construction companies so they can bid on larger projects and transition to traditional bank financing. Eligible contractors will not only be able to apply for loans under more relaxed approval criteria than traditional business loans, but also be able to receive mentoring and technical assistance in areas such as legal, accounting, human resources, bidding and bonding.

The Contractor Loan Fund is a coalition of 30 local governments, nonprofit organizations, and private sector businesses that are committed to building a more inclusive region.

Stifel Bank & Trust CEO Chris Reichert chairs the fund. SLDC Executive Director Otis Williams is the vice chair.

Certified minority- and women-owned construction contractors will be able to grow their businesses and bid on larg-

er contracts in the St. Louis region thanks to a newly launched revolving loan fund.

The \$10 million Contractor Loan

ON THE COVER

ARCADE APARTMENTS

Dominium Development's \$118 million renovation of the long vacant Arcade Building is on schedule for completion by the end of the year. The Minneapolis-based firm's project includes 80 market rate apartments and 202 affordable artist lofts. Webster University, which is expanding its downtown presence, will be the anchor tenant. The Arcade is downtown's largest apartment project since the mid-1960s. Dominion purchased the century-old architectural jewel from the City Land Clearance for Redevelopment Authority in 2013, following an environmental cleanup that was made possible by state Brownfields tax credits. Funding for the project includes financing through federal New Markets Tax Credits, federal and state historic tax credits, federal low-income housing tax credits, and public and private loans.

IKEA

Along with its signature affordable Scandinavian modern-style furniture, IKEA is bringing 300 new permanent jobs to St. Louis. The store is located on nearly 21 acres in the Cortex Innovation Community. IKEA employees like, (L to R) Ghellissa Johnson, Caroline Rodenberg, Curtis Taylor and Tina Ly, earn a minimum wage of \$10 per hour. The City provided \$37.1 million in TIF assistance for the IKEA store and other redevelopment within the project area. The store is expected to generate nearly \$250,000 in new tax revenues. The retailer worked closely with SLDC and SLATE to achieve workforce diversity and inclusion goals.

BISSINGER'S

Bissinger's Handcrafted Chocolatier has moved into its new home, 1600 North Broadway, near the foot of the new Stan Musial Veterans Memorial Bridge. The 220,000-square-foot building, which Bissinger's purchased for \$4 million, houses the company's corporate offices, production facilities and a special event space — The Caramel Room. A \$15 million renovation upgraded the 105-year-old building to industry standards while preserving much of its original architectural detail. SLDC awarded Bissinger's \$5 million in federal New Markets Tax Credits for the project. Bissinger's consolidated two facilities into its new location and relocated the entire staff from its Iowa City plant to St. Louis. The increased capacity will allow the company to keep up with demand and add new jobs. With roots in 17th century Paris, Bissinger's opened in St. Louis in 1927.

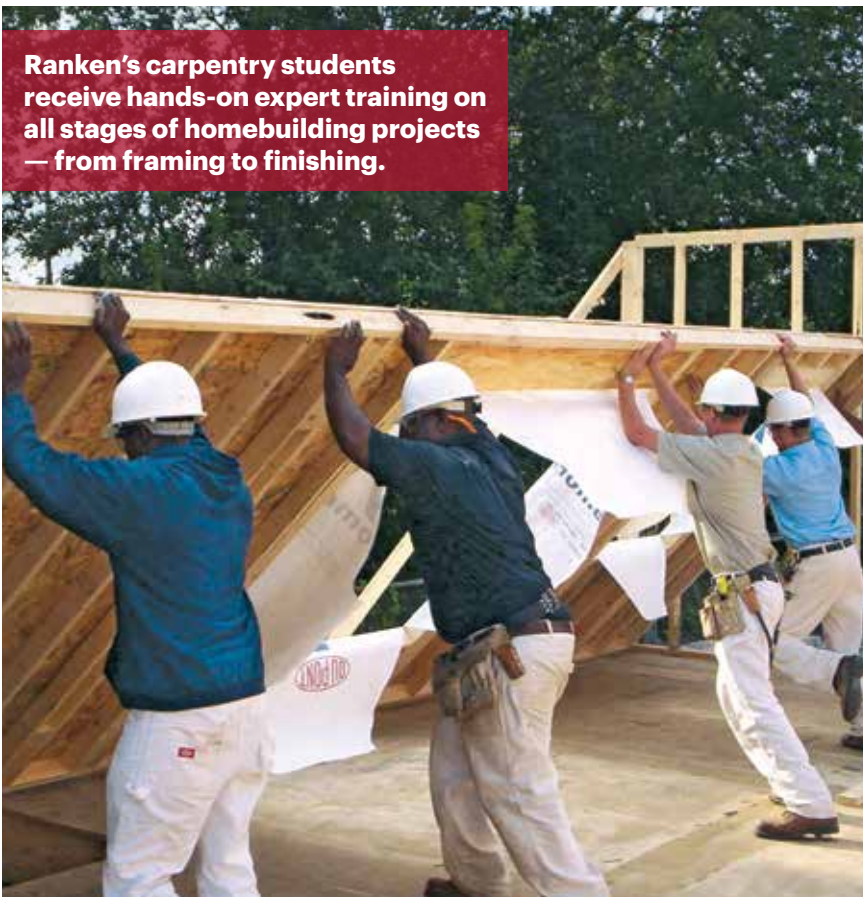
RANKEN TECHNICAL COLLEGE BUILDS HOMES, TRAINS WORKFORCE

Recognizing a need for housing in the North St. Louis neighborhood that surrounds the school and a golden opportunity to create an ideal learning environment for its construction division students, Ranken Technical College established the Ranken Community Development Corporation (RCDC) in 1994.

Carpentry, plumbing, electrical and HVAC students use their classroom learning and practical skills training to build new, affordable homes for low- and moderate-income residents. Many RCDC homes have been built on vacant lots purchased from the City Land Reutilization Authority.

Two state-of-the-art homes with high-energy ratings are constructed annually, giving students the hands-on experience they will use when they enter the workforce.

To date, the RCDC has invested \$10 million, including purchasing parcels of land and constructing more than 50 new homes.



Ranken's carpentry students receive hands-on expert training on all stages of homebuilding projects — from framing to finishing.

NEW MARKETS TAX CREDITS

\$50.5 million

\$179.5 million

private investment leveraged

TAX EXEMPT BOND FINANCING

\$104 million

\$36 million

private investment leveraged

1,269

Construction jobs

78

New jobs

479

new or rehabbed units

DEVELOPMENT INCENTIVES HIGHLIGHTS

SITE ASSEMBLY AND PREPARATION

BROWNFIELDS TAX CREDITS AND GRANTS

\$2.4 million

\$26.8 million

in private investment

91

New jobs

LAND ASSEMBLY SERVICES AND INITIATIVES

371

Properties sold

\$10.3 million

- ▶ 841 Properties acquired
- ▶ 1,592 Properties maintained
- ▶ 132 Buildings demolished

SUPPORTING BUSINESSES

LENDING ASSISTANCE

\$2.5 million

\$3.3 million

private dollars leveraged

58

New jobs

BUSINESS ASSISTANCE CENTER

771

Clients served

- ▶ 473 Graduated business licenses
- ▶ 475 Occupancy permits
- ▶ 54 Building permits; 66% issued on the same day

MINORITY BUSINESS DEVELOPMENT

339

M/WBEs assisted

- ▶ 70 Firms certified
- ▶ M/WBE Disparity Study completed

COMMERCIAL DISTRICT IMPROVEMENTS

119

businesses assisted

- ▶ \$265,000 granted
- ▶ 41 Neighborhood projects
- ▶ 64 New jobs created
- ▶ 502 Jobs retained



FRANCIS G. SLAY
MAYOR, CITY OF ST. LOUIS



OTIS WILLIAMS
EXECUTIVE DIRECTOR,
SLDC



1520 Market St., Suite 2000
St. Louis, MO 63103
314-657-3700
FAX 314-613-7011
<http://stlouis-mo.gov/slhc>