

SLDC

ST. LOUIS DEVELOPMENT CORPORATION
2016 REPORT TO THE REGION



St. Louis Development Corporation

St. Louis Development Corporation (SLDC) is the City's economic development arm. SLDC's mission is to stimulate the market for private investment in City real estate and business development and improve the quality of life for everyone who lives in, works in and visits St. Louis.

ROLES AND SERVICES

- Real estate management, site assembly, preparation and development
- Neighborhood and Commercial District development
- Port development and management
- Support and administration of City economic development incentives, boards and authorities
- Minority- and Women-Owned Business inclusion and support
- Business Assistance Center
- Liaison to regional economic initiatives



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2016 Mayor's Business Celebration Luncheon Award Winners

Businesses of the Year

Imo's Pizza
KPMG
LTI Trucking Services
National Geospatial-Intelligence Agency (NGA)
Nestlé Purina Petcare
Penn Services
Square

Innovation Awards

Cortex Innovation Community
BioGenerator
Capital Innovators
CET
CIC St. Louis
TechShop
Venture Café - St. Louis
NAACP/LaunchCode
Nebula
T-REX
Arch Grants
Cultivation Capital
ITEN
Prosper Women Entrepreneurs Startup Accelerator
SixThirty FinTech Accelerator

Developer/Developments of the Year

Arcade Apartments
Garcia Properties
National Blues Museum
St. Louis Community Credit Union Gateway branch
The Orion
Urban Improvement Co. (UIC)

Quality of Life Awards

Big Brothers/Big Sisters of Eastern Missouri
Demetrius Johnson Charitable Foundation
Gateway Science Academies of St. Louis
St. Louis Food Truck Association

Mayor's Award

Great Rivers Greenway

Neighborhood Businesses of the Year

Amiri Images
Broadway Oyster Bar
Broadway Sporting Center
Clayton's Barbershop & Salon
Degenhardt Heating & Cooling, Inc.
Diversity Gallery
Everest Café & Bar
Foca General Construction
Grbic Restaurant & Private Events
Grove East Provisions
Hess Meat Machine
Hi-Way Florist
Killeen Studio Architects
Lefit LLC
MC Appliances LLC
Nick's O'Fallon, LLC
O'Connell's Pub
Office of Jerome Williams, MD
Pint Size Bakery & Coffee
Robert Guy & Associates
Saint Louis Hop Shop
Schultz Family Dentistry
Southwest Auto Parts
Sportsman Barbershop
Straub's CWE
The Green Shag Market
Tower Grove Farmers' Market
Urban Chestnut Brewing Company

ON THE COVER

The National Blues Museum's opening day festivities began with a musical procession led by the Normandy High School marching band. The museum is dedicated to preserving and honoring the legacy of Blues music and its impact on American and world culture. (Photo: TripleRPhotography LLC)

Jim McKelvey co-founded Square and LaunchCode. (Photo: Dilip Vishwanat)

Venture Café gatherings connect innovators. (Photo: Romondo Davis)

KPMG's Karen Vangyia is bringing 175 new IT jobs to her downtown office at 10 S. Broadway. (Photo: Dilip Vishwanat)

Garcia Properties helps clients buy and sell homes and develops and manages apartment buildings and mixed-use properties.

Mayor Francis G. Slay gives the thumbs up in response to NGA's decision to build its new campus in North St. Louis. (Photo: St. Louis Post-Dispatch)

Mayor Francis G. Slay: Standing up for St. Louis



BY OTIS WILLIAMS
EXECUTIVE DIRECTOR,
SLDC

My friend, colleague and, yes, my boss, Francis G. Slay, the City's longest serving mayor, has dedicated his many years of public service to making St. Louis a greater, more prosperous city — a city that is healthier, cleaner, safer, better educated and more open to diversity. During his tenure, downtown has been revitalized with major projects including a new Busch Stadium and adjacent Ballpark Village, Lumiere Place and Four Seasons Hotel, renovations of the Old Post Office, Central Library and Peabody Opera House, and the addition of the Citygarden urban park and sculpture garden. Upgrades to the Gateway Arch grounds are underway. Downtown continues to experience growth in its residential population — a more than 133 percent increase since 2005.

The City as a whole continues to improve — from our neighborhoods to the tremendous growth in the central corridor.

Mayor Slay has stood up for St. Louis by:

- Promoting — through public-private partnerships — the region as a hotbed of entrepreneurship, especially for life science startups, including development of the

Cortex Innovation Community and the downtown T-REX incubator;

- Calling for the City of St. Louis to re-enter St. Louis County as a municipality and promoting regionalism, including establishing the St. Louis Economic Development Partnership;
- Retaining the National Geospatial-Intelligence Agency and its 3,100 jobs;
- Supporting state intervention to improve St. Louis Public Schools and championing charter schools because no factor is more crucial to the City's future economic vitality than quality public education.
- Growing summer job programs for at-risk youth;
- Reducing childhood lead poisoning rates by more than 80 percent;
- Saving the City earnings tax, which accounts for a third of the general revenue budget;
- Winning control over the City's police department, which had been run since the Civil War era by a state-appointed board;
- Removing barriers to economic inclusion by updating minority- and women-owned business and workforce diversity goals;
- Leading efforts to make St. Louis a more progressive city by implementing a citywide recycling program, a smoking ban, promoting the city as an LGBT-friendly community and supporting a higher minimum wage;
- Launching the City's first Sustainable Neighborhood Initiative, which empowers neighborhood groups and residents to improve their own communities; and



Mayor Francis G. Slay

- Working closely with hospitality industry leaders to boost tourism and convention business and to improve the customer experience at St. Louis Lambert Airport.

After serving as an alderman for 10 years, then as President of the Board of Aldermen from 1995 to 2001, Mayor Slay was elected mayor in 2001. He is the first mayor to be elected to the office four consecutive times, always by large margins. In April, he announced that he would not seek another term.

On behalf of all the SLDC staff, development board members and commissioners who served during his very successful tenure, I extend much thanks to the mayor and wish him all the best with whatever he does next.



Slay makes MetroLink expansion a priority

During his last year in office, Mayor Slay is concentrating his efforts on making a north-south MetroLink expansion the region's next public transit priority. The 17-mile route would connect Florissant-Ferguson and South St. Louis to downtown and the central corridor, bringing light-rail mass transit to underserved neighborhoods, providing access to jobs and driving adjacent development. The City's Parking Commission has approved \$2 million to study the proposed \$2.2 billion expansion.



Mayor Slay helped students, parents, faculty and administrators celebrate the grand opening of the new City Garden Montessori charter school in 2012.

JOB CREATION AND RETENTION

National Geospatial-Intelligence Agency

The National Geospatial-Intelligence Agency (NGA) selected a 99-acre site in North St. Louis for its new \$1.7 billion western headquarters. The massive project will keep 3,100 high-skill, high-wage jobs in the City and create more than 1,300 new construction jobs.

The agency has made a commitment to building deeper, long-term connections with the surrounding community, including public schools near the new site, academic institutions on both sides of the river, the neighboring Cortex Innovation Community and T-REX, the downtown co-working space and technology incubator.

Now located near Souldard, the federal spy agency has had a St. Louis presence since it was founded in 1942. Its new facility — the largest federal project in City history — is slated to open in 2023 in an area bordered by Cass, Jefferson and St. Louis avenues and 22nd Street.



NGA

The navigation chart held by the pilot/navigator was produced by NGA for military aviators.

Square

Square has returned to St. Louis. The mobile credit card payment processing system company that was founded here in 2009 by Jim McKelvey and Jack Dorsey, who also co-founded Twitter, recently opened



its newest location in the @4240 building in the Cortex Innovation Community. The company will grow its local workforce to 200 during the next five years. Square is eligible to receive up to \$2.5 million through State-wide Works incentives for its expansion and \$375,000 through

the Missouri Works Training program, if it meets job creation and investment criteria. Headquartered in San Francisco, Square processes approximately \$30 billion in transactions annually.

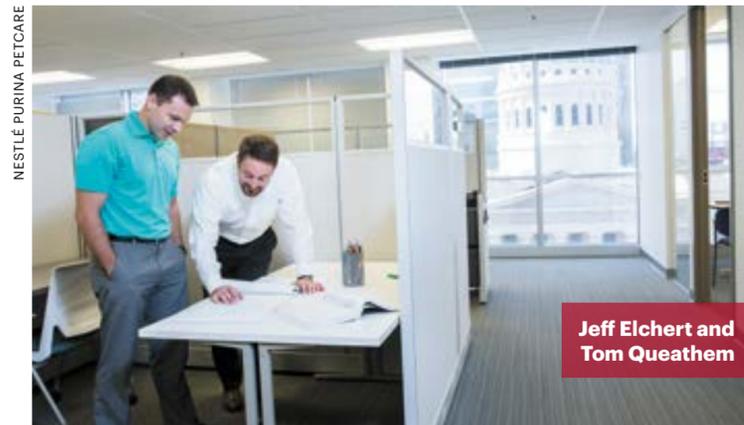
NAACP/LaunchCode: Summer of Code

LaunchCode, a nonprofit organization that creates pathways to economic opportunity and upward mobility through apprenticeships and job placement in technology, is partnering with the NAACP to offer free 20-week summer coding classes for young African Americans. The goal is to close the unemployment gap.

Founded in 2013, LaunchCode is the brainchild of Square Co-founder Jim McKelvey and Brendan Lind, former executive director. LaunchCode participants do not need to have a background in computer science. The organization uses a free class, developed as a Harvard-MIT joint venture, to train aspiring programmers. In addition to St. Louis, the fast-growing organization operates offices in Kansas City, South Florida, Providence, RI, Minneapolis, Seattle and Portland, OR.



LAUNCHCODE



NESTLÉ PURINA PETCARE

Jeff Elchert and Tom Queathem

Nestlé Purina Petcare

Citing favorable lease terms and proximity to its main headquarters, Nestlé Purina Petcare recently leased more than 60,000 square feet of additional office space at 100 North Broadway downtown, increasing its footprint in the 23-story building by more than two thirds. The growing company, which first took space there in 2012, now occupies eight floors.

Approximately 668 engineering, audit and IT support services em-

ployees are housed there. Much of their workspace features open floor plans that promote collaboration.

Nestlé Purina Petcare, the St. Louis-based subsidiary of Swiss-based Nestlé S.A., produces and markets pet food, treats and litter. It is the leading pet care company in the U.S. The company has demonstrated its commitment to downtown for more than a century, primarily at its 55-acre Checkersboard Square campus.

ENTREPRENEURSHIP & INNOVATION

Venture Café – St. Louis

Every Thursday, Venture Café hosts a gathering for innovators and entrepreneurs to connect them with each other and resources available in the region. The free events, held in the @4240 building (4240 Duncan Ave.) in the Cortex Innovation Community, consistently draw more than 500 people into a space where serendipitous collisions occur. Last year, Venture Café drew more than 20,000 attendees and offered nearly 500 educational sessions, such as innovation-themed workshops and panel discussions.

Venture Café makes inclusion part of the innovation and entrepreneurship conversation, not an afterthought. Its outreach programs include a partnership with St. Louis Public Schools that embeds educators in innovative companies.

Venture Café is a nonprofit organization based in Cambridge, MA. It expanded into St. Louis in 2014.



DULIP VISHWANATH | SLBJ

Travis Sheridan, founding executive director



GLOBALHACK

GlobalHack

Housed in T-REX, the downtown tech incubator, GlobalHack is a nonprofit focused on building the region's tech community through software competitions.

The organization hosts events, called hackathons, that bring developers, graphic designers and entrepreneurs together to solve real-world, civic-minded problems. From sales forecasting and climate control devices to a better way to navigate the municipal court system,

GlobalHack teams have worked to create innovative software prototypes in a variety of industries. To date, GlobalHack has awarded more than \$275,000 in prize money.

To invest in the next generation of local tech talent, GlobalHack sponsors youth programs that provide hands-on experiences around computer science and coding.

GlobalHack was co-founded in 2013 by LockerDome CEO Gabe Lozano.

TechShop

TechShop is a DIY (Do-It-Yourself) "maker space" that gives members of all skill levels access to industrial tools, equipment and a creative environment.

The national chain's ninth location has opened its doors in a new \$24 million, three-story building in the Cortex Innovation Community. SLDC, Enterprise Financial and Urban Action Community provided New Markets Tax Credits for the project.

Alcami, a pharmaceutical development and manufacturing firm, will occupy the top two floors. The company is investing \$10.7 million to move its analytical testing facility to Cortex. The building will also house a new "vegetable-forward" restaurant.



TECHSHOP

For \$150 a month, TechShop provides members with camaraderie, workspace and access to more than \$1 million worth of professional tools.

FY 16 DEVELOPMENT INCENTIVES HIGHLIGHTS

TAX ABATEMENT

\$245 million

Projected investment

951

Proposed housing units

308

Proposed new jobs

TAX INCREMENT FINANCING (TIF)

\$75 million

Projected investment

\$9.3 million

Approved TIF amount

430

Projected new jobs

NEW MARKETS TAX CREDITS

\$18 million

\$45 million

Private investment leveraged

197

Projected construction jobs

115

Projected new jobs

TAX EXEMPT BOND FINANCING

\$7.5 million

\$12 million

Private investment leveraged

47

Proposed housing units

DEVELOPMENT HIGHLIGHTS

The Orion

The City's first Whole Foods Market provides residents in and around the Central West End neighborhood with fresh, high quality foods in a convenient and contemporary setting. Approximately 100 new part- and full-time employees are staffing the store. The market sits on the ground floor of The Orion, a seven-story, 177-unit luxury apartment building. Mills Properties is the developer. The project included \$10 million in tax increment financing.



To celebrate opening day, Whole Foods Market hosted its version of a ribbon cutting, called a "Bread-Breaking Ceremony," with team members and SLDC's Otis Williams, second from the right.



National Blues Museum

Since the \$14 million National Blues Museum opened its doors, more than 17,000 visitors have been immersed in the genre's rich and influential tradition.

The museum includes more than 15,000 square feet of interactive and artifact-driven exhibits, a theatre, special event space and classrooms.

The museum hosts a variety of public events, including concerts, lectures and films. Educational programming, a major component of its mission, provides on-site curriculum-based music education and school-based outreach programs.

The National Blues Museum is the only museum dedicated exclusively to preserving and honoring the national and international story of blues music and its impact on American culture.

The museum is part of The MX (Mercantile Exchange) district, a downtown dining, entertainment and retail hub that is adjacent to the America's Center convention complex.

River City Business Park

River City Business Park is a 54-acre property offering hard-to-find, build-to-suit spaces with suburban business park amenities in an urban location. In partnership with SLDC, the River City Business Park is the result of a multi-year effort to plan and execute a multi-million-dollar brownfield remediation of the former Carondelet Coke plant.

Green Street Properties broke ground on Building I last year. The 125,000-square-foot building, which will house up to four tenants, is the first of five buildings planned for the business park. The buildings are expected to meet LEED sustainable standards. The \$69 million redevelopment project received \$7 million in tax increment financing and \$6 million in New Markets Tax Credits through Central Bank of Kansas City with U.S. Bancorp Community Development Corporation serving as the tax credit equity investor. The site was formally one of the largest areas of continuous vacant land in the City.



Green Street Managing Principal Phil Hulse

FY 16 DEVELOPMENT INCENTIVES HIGHLIGHTS

BROWNFIELDS TAX CREDITS AND GRANTS

\$41 million

Awarded

\$1.8 billion

In private and public investment

3,100

Retained jobs

250

New jobs

LAND ASSEMBLY SERVICES AND INITIATIVES

442

Properties sold

\$10.5 million

- ▶ 828 Properties acquired
- ▶ 1,417 Properties maintained
- ▶ 150 Buildings demolished

SUPPORTING BUSINESSES FY16

LENDING ASSISTANCE

\$3 million

\$5.8 million

Private dollars leveraged

40

Retained jobs

67

New jobs

BUSINESS ASSISTANCE CENTER

627

Clients served

- ▶ 394 Graduated business licenses
- ▶ 382 Occupancy permits
- ▶ 57 Building permits; 67% issued on the same day

COMMERCIAL DISTRICT IMPROVEMENTS

91

Neighborhood businesses assisted

- ▶ \$314,535 granted
- ▶ 215 New jobs created
- ▶ 775 Total jobs impacted

MINORITY BUSINESS DEVELOPMENT

345

M/WBEs assisted

- ▶ 87 Firms certified
- ▶ 165 Projects monitored, totaling \$900 million



Eltorean Hawkins

St. Louis Breaths New Life Into Vacant Properties

About 4,000 small lots are eligible for the City's new Mow to Own initiative. The sweat equity program allows residents to take ownership of Land Reutilization Authority-owned parcels that are adjacent to their property, if the homeowner maintains the lot for two years. A \$125 fee covers the cost of a title transfer and a lien that protects taxpayers.



Another new program is putting 42 lots in the Wells Goodfellow neighborhood to good use by planting fast-growing trees. Mayor Francis Slay and Chicago-based Fresh Coast Capital began a \$1 million multi-city effort to develop vacant land into tree farms, urban agriculture and other green projects. Fresh Coast is leasing the St. Louis lots for \$1

but the Land Reutilization Authority will get two percent of the revenue when the urban tree farm's wood is sold.



Vladimir Monroe, SLDC contract compliance manager, and Kem Mosley, vice president-midwest operations at Penn Services, are using the Global Tracking System to make sure minority and women participation and workforce hiring goals are being met.

SLDC Introduces Diversity Tracking System

New software is helping SLDC accurately measure and monitor minority/women business utilization and workforce inclusion on all City-funded projects. The Global Project Tracking System — developed by Trinal, a diversity and inclusion consulting company — is now being made available to prime and subcontractors. The web-based portal makes reporting much easier and faster. More than 100 construction firms are expected to use the system to ensure participation and workforce hiring goals are being met.

Using a new tracking system was one of the recommendations included in a recently completed disparity study, conducted by Oakland, Calif.-based Mason Tillman Associates.

St. Louis City Development Boards, Commissions and Authorities

St. Louis Development Corporation (SLDC)

- Provides staff and services to all City development boards
- Members are chairs of development boards, two aldermanic committees

Otis Williams, Chair

Executive Director, SLDC

Alderman Stephen Conway

Chair, Ways and Means Committee

Alderman Joseph Roddy

Chair, Housing, Urban Development and Zoning Committee

Loura M. Gilbert

President, St. Louis Local Development Company

Chris Goodson

Chair, Land Clearance for Redevelopment Authority

Mark H. Levison

Chair, Land Reutilization Authority

Matthew S. McBride

Chair, St. Louis Port Authority

Gregory E. Shapiro

Chair, Industrial Development Authority

Wendy Timm

Chair, Planned Industrial Expansion Authority

Clean Energy Development Board (CEDB)

- Finances residential/commercial energy efficient/renewable energy projects
- Property Assesses Clean Energy (“PACE”) Programs

Patrick Justis, President

Shelby Watson, Vice President

Emily Andrews, Treasurer

Sid Koltun, Assistant Treasurer

Otis Williams, Secretary

Enhanced Enterprise Zone Board (EEZ)

- Recommends tax abatement for businesses in the Enhanced Enterprise Zone to the Board of Aldermen

Wendy Timm, Chair

Chris Goodson, Vice Chair

Matthew S. McBride, Treasurer

Marvin Anderson

Kennard Jones

Timothy Snoke (Represents other taxing districts)

* **K. Kalimba Kindell** (Represents St. Louis Board of Education)

Industrial Development Authority (IDA)

- Assists in large-scale industrial, multi-family residential, nonprofit corporate development
- Tax-exempt revenue bond financing

Gregory E. Shapiro, President

Gary Reed, Vice President

Gilberto Pinela, Secretary

Troy Doles

Timothy Person, Jr.

Vincent M. Young

* **Daniel Drago**

Land Clearance for Redevelopment Authority (LCRA)

- Major commercial/industrial/residential projects
- Tax abatement
- Site acquisition/assembly/sales
- Recommends blighting/development area designations to the Board of Aldermen
- Tax-exempt revenue bonds

Chris Goodson, Chair

Matthew S. McBride, Vice Chair

Wendy Timm, Treasurer

Marvin Anderson

Kennard Jones

Land Reutilization Authority (LRA)

- Maintenance/sales of City-owned abandoned buildings and vacant lots
- Acquisitions/relocations
- Demolitions

Mark H. Levison, Chair

Roger CayCe, Vice Chair

Hope Whitehead, Secretary

St. Louis Local Development Company (LDC)

- Small business lending
- Neighborhood Commercial District Program

Loura M. Gilbert, President

James C. Seitz, Vice President

Thomas J. Pickel, Treasurer

Michael K. Holmes, Secretary

Edward W. Bryant

Steven J. Buesching

David W. McCreery

Don Reeves

* **Cecil G. Wood**

* **Lenita Moore**

Operation Impact

- Supports the City in the elimination of blight
- Stimulates investment in real estate
- Members are the executive director of SLDC and other board chairs

Otis Williams, SLDC Chair

Matthew S. McBride, Port Chair

Chris Goodson, LCRA Chair

Mark H. Levison, LRA Chair

Wendy Timm, PIEA Chair

Planned Industrial Expansion Authority (PIEA)

- Tax abatement
- Tax-exempt revenue bonds
- Commercial/industrial/residential development
- Site acquisition/assembly/sales
- Recommends blighting/development area designations to the Board of Aldermen

Wendy Timm, Chair

Matthew S. McBride, Vice Chair

Marvin Anderson, Treasurer

Chris Goodson

Kennard Jones

Planning Commission

- Adopts plans as official plans for the City
- Acts as the Zoning Commission for the City
- Reviews zoning, redevelopment proposals, etc. for compliance with adopted plans

David Visintainer, Chair

Alderman Jeffrey Boyd, Housing, Urban Development & Zoning Committee

Alderman Lyda Krewson, Transportation & Commerce Committee Chair

Richard Bradley, President, Board of Public Service

Patrick Brown, Deputy Chief of Staff, Mayor's Office

Denise Peoples, Comptroller's Office

Michael Powers, President of Board of Aldermen's Office

Tracy Boaz

Earl Strauther

***Jennifer Allen**

***Dan Jay**

***Ivy Neyland-Pinkston**

***Ted Spaid**

***Susan Stauder**

PLANNING COMMISSION ADVISORS (City Department Heads)

Richard Gray, Public Safety

Greg Hayes, Parks, Recreation & Forestry

Stephen Runde, Streets Department

Curtis Skouby, Public Utilities

Port Authority of St. Louis

- Mooring leases

- St. Louis Port District administration

- Riverboat gaming

Matthew S. McBride, Chair

Stephen Runde, Vice Chair

Joan K. Miller, Treasurer

Judith Doss

Taunia Allen Jackson

Alderman Lyda Krewson

Preservation Board

- Reviews building, demolition permits
- Reviews federally funded projects for Section 106
- Reviews nominations to the National Register of Historic Places

Richard Callow, Chair

Alderman Terry Kennedy, Public Safety Committee

Melanie Fathman

Nathaniel Johnson

Michael Killeen

David Richardson

Anthony Robinson

David Visintainer

Erin Wright

Tax Increment Financing Commission (TIF)

- Recommends TIF plans and projects to the Board of Aldermen for TIF financing

David Newburger, Chair

Phillip Klevorn, Vice Chair

Christina Bennett

Sheila Hudson

Eric Young

David Jackson, Jr. (Represents Board of Education)

Plus one representative of the other taxing districts in the City

* Not a current member, but served during FY16