

# SLDC

ST. LOUIS DEVELOPMENT  
CORPORATION

ANNUAL REPORT 2013





**Francis G. Slay**  
Mayor, City of St. Louis

**Otis Williams**  
Executive Director, SLDC

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**On the cover:**

Stan Musial Veterans Memorial Bridge (Missouri and Illinois Departments of Transportation); Robert Dobyne Jr. and Robert Dobyne Sr., Eye Fashion Factory; St. Louis Economic Development Partnership: County Executive Charlie A. Dooley and Mayor Francis G. Slay; Danny Ludeman, Wells Fargo Advisors (Mark Gilliland); Saint Louis Art Museum East Building (Jacob Sharp); Sunflower + Project; Volpi Foods salami

## ST. LOUIS DEVELOPMENT CORPORATION

### Mission

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 the City of St. Louis

### Principles

- Allow the private sector to take the lead wherever possible within an overall land use plan
- Forge strong partnerships between the private sector, elected officials and development agency staff
- Solicit, respond to and cooperate with private initiatives
- Leverage maximum amount of private and other governmental investment

### Roles and Services

- Support and administration of City economic development authorities and incentives
- Real estate site assembly, preparation and development
- Real estate management and marketing
- Neighborhood and Commercial District development
- Port development and management
- Business Assistance Center
- M/WBE inclusion and support
- Liaison to regional economic development initiatives

# 2013 Mayor's Business Celebration Luncheon Award Winners

## Businesses of the Year

Businesses of every size that have made special commitments to or investments in the City:

- Abstrakt Marketing Group
- Fusion Marketing
- Grice Group Architects
- Henkel Corp.
- Mechanical Solutions, Inc.
- TD4 Electrical
- Volpi Foods
- Wells Fargo Advisors

## Neighborhood Businesses of the Year

Special recognition for businesses that enhance quality of life in our City neighborhoods:

- Albert Arno Heating & Cooling
- B & B Supermarket
- Botanicals Design Studio
- Bowood Farms Nursery
- Butch's Lock & Key
- Café Nova
- Edele & Mertz Hardware
- Eye Fashion Factory
- Gravois Glass
- Gregg's Bar & Grill
- Guarantee Interiors, Inc.
- Gustine Market
- Harry's Barber Service
- J. Justin Meehan Law Office
- La Mancha Coffeehouse
- Loughborough Auto Body
- M-1 Food Market
- Mom's Deli
- Nebula Co-working
- Paperkeet
- Schmidt Equipment & Supply
- St. Louis Strings
- Sub Zero Vodka Bar
- Taqueria El Torito
- Taft Street Restaurant & Bar
- The Gramophone
- The Green Goose Resale and Consignment
- The Kutt Factory Barber & Beauty Salon

## Developments of the Year

Real estate projects that most dramatically convert a catalytic vision for the City into bricks and mortar:

- BJC HealthCare Administrative Office Building
- CORTEX/St. Louis Innovation Center Phase II
- Cupples 9
- Jefferson Commons
- Saint Louis University School of Law
- The MX

## Quality of Life Award

Organizations and initiatives that improve quality of life for City residents and businesses through their dedication and hard work:

- KIPP Charter Schools
- Saint Louis Art Museum
- Sheldon Arts Foundation
- St. Louis Public Safety Partnership

## Mayor's Award

Organizations that have shown leadership and acted as special catalysts for economic development in the City:

- Rev. Lawrence Biondi, President, Saint Louis University

# Partnering for a stronger region



*Francis G. Slay*

Francis G. Slay  
Mayor, City of St. Louis

To paraphrase a famous movie quote: St. Louis, I think this is the beginning of a beautiful partnership.

The business development teams of St. Louis City and County have become one shared team – the St. Louis Economic Development Partnership. Together, we have a regional vision and strategic approach to create jobs and business opportunities and to raise our profile nationally and internationally for the betterment of our entire community.

We already have a great history of success when we worked together in economic development as evidenced in the World Trade Center, the Midwest China Hub Commission, small business incubators, Lumiere Place and River City casinos, as well as the Enhanced Enterprise Zone.

We are already partners in progress, so working more closely together simply makes sense – good business sense.

Too many geographic lines divide us. Too many

organizations work at cross purposes or even compete against each other. We are competing in a world economy. Other cities are the competition; our neighbors are not.

That's why a coordinated approach is so important. This new collaboration will allow us to better serve and retain existing and attract potential businesses, and at the same time, explore new initiatives for growing our regional economy: entrepreneurship, immigration, foreign trade, and life sciences/biotechnology.

The St. Louis Development Corporation will be there every step of the way, representing the City's interests while supporting the new team however and whenever needed.

In my view, this is just a first step. It will take a lot of work and commitment to make this successful.

We appreciate the continuing support of our dedicated regional, public, and private sector partners.

I am very excited about this. One Vision. One Voice. The possibilities are endless.



*Otis Williams*

Otis Williams  
Executive Director, SLDC

As St. Louis Development Corporation's Executive Director, I am committed to growing investment and jobs in the City of St. Louis.

2013 has been a significant year for St. Louis Development Corporation (SLDC), the City, and the whole region — it has been exciting to be part of building the framework for the future of City-County cooperation and partnership through economic development.

This framework includes a regional approach to business attraction and retention through the St. Louis Economic Development Partnership (SLEDP). SLDC is the City's liaison to this regional partnership.

SLDC's purpose is to grow investment and jobs in the City of St. Louis by enhancing the value of real estate while enabling the sustainability and success of neighborhoods. We are committed to doing this through a focused effort in several areas:

**Development Incentives.** Through the City development boards and authorities, SLDC is the City and regional source for local, state, and federal development incentives. Managing, regulating, growing, and sourcing these incentives is key to moving development ideas and dreams from the drawing board to reality.

Some highlighted major projects from FY13 and going into FY14 include the Arch grounds redesign, Ballpark Village, Carondelet Coke, CORTEX/St. Louis

Innovation District, North Riverfront Commerce Corridor/Port District development, and Northside Regeneration.

**Real Estate Development.** SLDC staff and programs focus on real estate development through site assembly and assistance, innovative re-use of City-owned properties like urban farming and green infrastructure, and managing and sourcing real estate incentives such as the energy efficient homes fund.

**Neighborhood Support and Development.** Neighborhoods are the cornerstone of the City. SLDC concentrates on sustaining and highlighting the City's unique and eclectic housing stock, growing and assisting small businesses, assisting with the formation of new, and supporting existing, neighborhood business associations, and fostering greater access to retail and general amenities for underserved neighborhoods.

**Access and Inclusion.** Whether it is managing the M/WBE program, working with community leaders to find best practices and approaches, or working to improve related legislation, SLDC is committed to fostering access and inclusion of minority- and women-owned businesses.

SLDC is a great organization with a strong culture of teamwork and a passion for the City, and I am excited about working with our private and public partners to continue to make St. Louis an amazing place to live, work, and visit.

# DEVELOPMENT HIGHLIGHTS

## CityArchRiver

Plans to remake the landscape around the Gateway Arch and to better connect the iconic monument with the surrounding city are on track for completion in 2015 — in time to commemorate the national monument's 50th anniversary.

The \$380 million project is being funded through a mix of private and public funding sources.

Ground was broken on the first phase, which includes construction of a pedestrian bridge — known as the lid over Memorial Drive — along with other infrastructure improvements. These changes will provide more attractive and safer access between downtown and the Arch grounds.

The CityArchRiver project also includes a new entrance to The Museum of Westward Expansion and redesigned exhibits, improved access to the river, more park space and pathways lined with new London plane trees.

The CityArchRiver 2015 project is a partnership of the nonprofit CityArchRiver 2015 Foundation, chaired by Walter Metcalfe, senior counsel at the Bryan Cave law firm; Great Rivers Greenway; the National Park Service; Missouri Department of Transportation; the City of St. Louis and SLDC.

Voters in St. Louis City and St. Louis County approved a sales tax increase that will generate about \$90 million for Arch ground renovations. An additional \$69 million in public funding has been committed through federal, state and local sources.

CityArchRiver 2015 Foundation is raising \$250 million in private gifts and grants to fund the balance of the design and construction costs. A portion of these funds will also provide the base needed for a conservancy endowment.

## SLU School of Law

Saint Louis University School of Law began the 2013-14 academic year by opening the doors to Scott Hall, its new high-profile location at 100 North Tucker Boulevard in downtown St. Louis. More than 1,100 students, faculty and staff relocated from the university's Midtown campus to their new home.

Scott Hall is located next door to the Civil Courts Building, near state and federal courthouses, and within easy walking distance from numerous law firms and government agencies, allowing students and faculty opportunities to interact with the legal community.

The \$32 million project, which brings all of the law school's classes, centers and offices under one roof for the first time, involved demolition and redesign of the entire interior of the former office building to accommodate classrooms, clinic spaces, a two-level library, a 200-seat mock courtroom, offices, food service, a street-level restaurant and enclosed parking. The addition of a 12th floor provided space for a spectacular rooftop courtyard.

Joe Scott, founder and owner of Scott Properties, and his wife Loretta, donated the building to the university in 2012.



The new SLU Law School building has a rooftop courtyard.

## The MX

The \$250 million Mercantile Exchange, known as The MX, is an extreme makeover of the former St. Louis Centre mall. Located at 7th Street and Washington Avenue, the complex was developed by Amos Harris, president of Spinnaker St. Louis. The project received \$11.5 million in New Markets tax credits, awarded by SLDC.

Tenants include the three-screen upscale MX Movies; Pi Pizzeria; Snarf's Sandwiches; Takaya New Asian; and The Collective, a chic mini-boutiques housed in one space.

Across the street, the mixed-use district also includes the Laurel Apartments, a 205-unit luxury residential community; the 212-room Embassy Suites Hotel; Robust Wine Bar and Cafe; and the future home of the National Blues Museum.



Amos Harris

## Cupples 9

With the addition of Yurbuds, Pedal the Cause and Flying Saucer Draught Emporium, the Cupples 9 building, 900 Spruce Street, is 99 percent leased.

The new tenants join Osborn Barr, a rural marketing communications company, Asynchrony Solutions and Mackey Mitchell Architects. Osborn Barr partnered with The Koman Group on the \$30 million redevelopment project.

The seven-story red brick landmark is part of Cupples Station, a 20-building warehouse district built between 1894 and 1917. The Koman project is the eighth Cupples Station building to be put to new use.



Cupples 9 is listed on the National Register of Historic Places.

## CORTEX: Phase II

A major expansion of the 187-acre CORTEX biotech and medical district is taking shape due, in part, to the participation of a Baltimore-based research park developer, a Boston-based business incubator, and \$36.1 million in tax increment financing provided by the City of St. Louis.

Phase 2 of CORTEX's five-year development plan will produce \$186 million in investment and bring 1,400 new jobs and 384,000 square feet of additional lab and office space to the Midtown district.

Baltimore-based Wexford Science and Technology is rehabbing the old Western Electric/Southwestern Bell building at the corner of Duncan and Boyle.

Known as @4240, the building will house Washington University research-related units and a start-up facility on the second floor operated by Cambridge Innovation Center (CIC), one of the nation's leading business and innovation centers. This is the for-profit company's first center outside of Boston, where it serves more than 500



ROBERT BOSTON/WASHINGTON UNIVERSITY

From left to right: John P. Dubinsky, chairman of CORTEX; Dan Cramer, executive vice president of Wexford Science & Technology; Mayor Francis G. Slay; Hank Webber, Washington University's executive vice chancellor for administration; and Dougan Sherwood, director of Cambridge Innovation Center, toured the @4240 building.

startups and small to mid-sized companies in its flagship location in Cambridge. It expects to house up to 100 companies in St. Louis.

Just south of @4240, construction is underway at BJC HealthCare's new 200,000-square-foot, \$45 million Administrative Office building. It will house 1,000 employees.

Shriners Hospital for Children is building a \$47 million facility on a property at 4400 Clayton Avenue. It will include three surgical suites, 18 clinic examination rooms, and nine rooms for outpatient family housing.

In addition, roughly \$15 million is being used for streetscapes, a linear public park known as CORTEX Commons, and public infrastructure development, including a new \$26 million Interstate 64 interchange at Tower Grove and Boyle. A new MetroLink station is in the very early planning stages.

CORTEX was created in 2002 by founding partners Washington University in St. Louis, BJC HealthCare, University of Missouri-St. Louis, Saint Louis University and the Missouri Botanical Garden. The goal is to position St. Louis as a national center of bioscience, technology and innovation. Approximately \$155 million was invested in Phase I development.

## Ballpark Village

Construction is underway at Ballpark Village, a mixed-use district being developed just north of Busch Stadium by the St. Louis Cardinals and Baltimore-based Cordish Cos. The project's first phase is expected to be complete by Opening Day 2014.

The new entertainment complex, which covers about two blocks, includes an Anheuser-Busch themed restaurant and beer garden, a Cardinals themed restaurant and the Cardinals Hall of Fame museum.

The first phase received \$17 million in state and City incentives to improve public infrastructure around the development.



UPI/BILL GREENBLATT

Cardinals President Bill DeWitt III shows the progress at Ballpark Village.

## J. Justin Meehan Law Office

Attorney J. Justin Meehan is well known in the St. Louis metropolitan area for his fierce independence. Meehan concentrates his solo law practice on civil rights, criminal defense, auto accidents, and workers' compensation. About a fourth of his work is provided pro bono.

Meehan paid \$10,000 to purchase a building on Lafayette Street in the Gate District. Confronted by buckling brick walls that were endangering the building's stability, Meehan recently received assistance from the SLDC Façade Improvement Program.

Meehan is active in several community-based organizations, including Better Family Life's Amnesty Project. The program gives participants the opportunity to clear outstanding traffic-related warrants. Meehan also is a world-class Tai chi and Chinese martial artist, instructor and author.

A native New Yorker, Meehan earned both his bachelor's and law degrees from Saint Louis University. His son, John Meehan Jr., is studying at Drake University Law School and will be taking over his father's practice.



John Meehan Jr. and J. Justin Meehan

DILIP VISHWANATH | SLBU

## Edele & Mertz Hardware Co.

For more than a century, Edele and Mertz Hardware has not only survived but also thrived. The secret is good service.

Eugene Edele, a German immigrant, and Ed Mertz opened their hardware store at 2731 Sidney Street in 1912. The store sold buggy whips and nails scooped from barrels.

Mertz sold out in the 1950s, and the store moved twice within the Soulard neighborhood. It has been located at 1822 South Broadway since 1985.

In the 1970s and 1980s, Edele & Mertz was known as the rehabber's friend. Today, commercial customers, including residential landlords and downtown businesses, account for much of the store's clientele.

Edele & Mertz is one of the few independent hardware stores left in the City. Some neighborhood stores were unable to compete with the purchasing power of the home center chains.

According to Edele, the founder's grandson, the store's family-owned atmosphere and personal service keep its loyal customers happy. His son, Steven Edele, will be the fourth generation to run the store.



Eugene Edele poses in front of his store on Sidney Street.

EDELE & MERTZ

## Taft Street Restaurant and Bar

After fleeing a Bosnian concentration camp, Sadik Kukic arrived in St. Louis in 1993. He was 28 years old, spoke no English, and had \$58 in his pocket.

Kukic was one of nearly 7,000 war-torn Yugoslavia refugees who were sponsored by the International Institute, which provides services that help new Americans start over. St. Louis was an ideal resettlement location because it was affordable and offered an abundance of entry-level jobs.

Kukic, who attended culinary school in Bosnia, was drawn to the restaurant business, where he started out earning minimum wage.

In 2001, Kukic opened his first restaurant, Gulf Coast Cafe, on South Grand Boulevard not far from the International Institute. That establishment closed in 2009.

Meanwhile, his second restaurant, Taft Street Restaurant and Bar, opened in 2004 at the corner of Taft Street and Gravois Avenue in the Bevo Mill neighborhood — also known as Little Bosnia.

SLDC provided a façade improvement grant to upgrade the parking lot.

In addition to Taft Street, Kukic owns several apartment buildings in the City and is the president of the Bosnian Chamber of Commerce.



Sadik Kukic

## Eye Fashion Factory

Robert Dobyne Sr. and his wife Sandra own Eye Fashion Factory, located at 5800 Natural Bridge Road. Both are proud products of St. Louis Public Schools.

Their full-service 29-year-old business offers eye exams and sells glasses and contact lens. An in-house ophthalmologist treats cataracts, glaucoma and other eye-related problems, and a new optical lab cuts, grinds and polishes eyeglasses.

Growing the business has involved several expansions, made possible by a façade improvement grant and loan assistance from SLDC.

Looking ahead, Robert Dobyne Jr. is preparing to take over the family business.



Sandra and Robert Dobyne Sr.

MARK GILLIAND

## Craft Beer Boom



SLBU

Brewmaster Florian Kuplent brings nearly two decades of artisan brewing experience to Urban Chestnut.

St. Louis has been in the brewing business since the early 19th century. The tradition continues today with the proliferation of microbreweries. A new generation of entrepreneurial brewmasters is using traditional, and sometimes nontraditional, ingredients to create unique ales and lagers, from Hefeweizen to chocolaty stouts.

The microbrewery movement can be traced back to 1991 when Tom Schlafly and Dan Kopman opened the Saint Louis Brewery, which makes Schlafly brand beers and operates the Tap Room, 2100 Locust Street.

St. Louis City is now home to nine craft breweries: Alpha Brewing Company, 4 Hands Brewing Company, Morgan Street Brewery, Perennial Artisan Ales, Saint Louis Brewery/Schlafly Tap Room, Six Row Brewery, Square One Brewery, The Civil Life Brewing Company and Urban Chestnut Brewing Company.

Together, they provide approximately 600 jobs with a combined estimated annual payroll of \$6 million. Several other industries, such as beer wholesalers, packaging vendors, raw materials suppliers and equipment manufacturers are benefiting from the craft-brewing explosion.

Two new breweries, Modern Brewery and Heavy Riff Brewing Company, will open soon in the Dogtown neighborhood, and a third, Side Project Brewing, is currently leasing space from Perennial Artisan Ales.

Founded two years ago by Florian Kuplent and David Wolfe, former Anheuser-Busch employees, Urban Chestnut is spending \$10 million to open a 70,000-square-foot brewhouse at 4465 Manchester Avenue. Located in the former Renard Paper Co. building, the facility will house a production brewery, packaging area, warehouse and an indoor/outdoor retail taste room. The brewing company will seek LEED certification for the new brewhouse, and plans to hire 10 full-time and 30 part-time employees during the next two years. Urban Chestnut will receive tax abatement for the project.

According to the Brewers Association, a national trade organization, American craft beer dollar sales and volume were up 15 percent and 13 percent, respectively, during the first six months of 2013. Compared to the same period last year, dollar sales jumped 14 percent and volume increased 12 percent.



## Sustainable Neighborhoods



DON KOSTER/WASHINGTON UNIVERSITY

The sunflower site at 1318 Warren Street in Old North St. Louis.

A partnership between the City of St. Louis and Washington University is demonstrating how an empty lot can be transformed into an urban field of glorious sunflowers.

The Sunflower + Project is one of five projects aimed at rethinking vacant land as part of Washington University's inaugural Sustainable Land Lab competition. Originally conceived as a soil remediation project, the sunflower project has turned into a productive urban farming program because the soil, after testing, revealed no high levels of contaminants. Richard Reilly, a member of the Missouri Botanical Garden's Earthways Center staff, and Don Koster, Senior Lecturer at the Sam Fox School of

Design and Visual Arts, are the team leaders.

Forty-eight teams applied in the first of a three-round competition. The winners received two-year land leases and \$5,000 in seed money to start their projects. The lots were awarded from the City's inventory of abandoned property under the Land Reutilization Authority.

The Land Lab enjoys the support of a number of key City departments, including the Mayor's Office of Sustainability, SLDC and the Planning and Urban Design Agency. Community partners include Old North St. Louis Restoration Group, Equifax and the Regional Housing and Community Development Alliance.



Rainscaping reclaims stormwater naturally, reducing sewer overflow.

Rainscaping is any combination of plantings, water features, catch basins, permeable pavement, and other activities that manage stormwater as close as possible to where it falls, rather than moving it elsewhere.

The 1.7-acre Old North Raingarden, located at the corner of 14th and Clinton Streets, will retain water and slow its flow into the City's combined sewer system, which carries both stormwater

and wastewater. The raingarden is part of the Metropolitan Sewer District's five-year, \$3 million pilot program with SLDC called Project Clear, the 23-year, \$4.7 billion initiative to improve water quality and address sewer overflows in the St. Louis region.

Other raingardens will be located in the JeffVanderLou, Mark Twain, O'Fallon, Ville and Walnut Park East neighborhoods.

### DEVELOPMENT INCENTIVES

#### Real Estate Tax Abatement

100 new plans  
\$249 million

1,062 new housing units  
1,393 new jobs

LCRA approved 100 new redevelopment plans and designated 21 individual developers for specific projects within approved redevelopment areas. These projects are expected to produce a total of \$249 million in new investment and create 1,062 new housing units and 1,393 new jobs.

#### Tax Increment Financing

\$177.5 million

\$2.35 billion in  
private investment  
1,176 new residential units  
15,610 new jobs

The City's Tax Increment Financing (TIF) Commission, working closely with the Comptroller's Office and the St. Louis Board of Aldermen, approved four TIF projects with TIF financing totaling approximately \$177.5 million. This TIF financing is projected to leverage approximately \$2.35 billion in private investment, produce more than 1,176 new residential units, provide new homes for a number of businesses, and create a projected 15,610 new jobs.

#### New Markets Tax Credits

\$30 million

\$104.5 million in  
private investment  
305 new jobs  
900 retained jobs

SLDC received its sixth allocation of New Markets Tax Credits (NMTC) from the U.S. Department of the Treasury for \$30 million in allocation authority. SLDC has now received a total of \$263 million of NMTC authority. In FY13, SLDC funded four projects with \$30.5 million of its allocation to leverage an additional \$104.5 million in private investment. These investments will ultimately create more than 305 new jobs and 455 construction jobs as well as retain 900 jobs.

#### Commercial District Improvements

\$738,000

313 small businesses  
assisted

During FY13, 84 neighborhood projects utilized façade grant improvement funds that are intended to make neighborhood commercial districts more attractive to both customers and businesses, and enhance neighborhood quality of life and retail services to surrounding neighborhoods. This program encourages businesses and building owners to add "curb appeal" to their buildings. Qualifying improvements include new storefronts, landscaping, awnings, lighting, and fencing. Last year, more than \$738,000 in public funding leveraged an additional \$387,490 in private investment. The program assisted 294 existing businesses and 19 new businesses, affecting a total of 2,325 employees in FY13.

#### Tax Exempt Bond Financing

\$145.1 million  
in bonds

\$146.3 million in  
private investment

Bond financing is a tool that provides access to long-term, below-market financing for certain types of businesses.

Developers of multi-family housing, manufacturers, and nonprofit corporations can utilize tax-exempt bonds to meet their long-term fixed asset financing needs. The Industrial Development Authority (IDA), the Land Clearance for Redevelopment Authority (LCRA) and the Planned Industrial Expansion Authority (PIEA) are all authorized issuers of taxable and tax exempt bonds. In FY13, the authorities participated in 11 bond issuances totaling \$145.1 million and leveraging \$146.3 million in private investment.

## SITE ASSEMBLY AND PREPARATION Brownfields Tax Credits and Grants

\$1.9 million

\$6.3 million in development  
760 new jobs

Using Missouri's Brownfields tax credit program and federal Brownfields grants, the City has been able to leverage millions of dollars in private investment in its most contaminated and blighted areas. During FY13, the Missouri Department of Economic Development approved five Brownfields Tax Credits projects in the City valued at \$1.9 million. These tax credits assisted developments valued at more than \$6.3 million and projected to create approximately 760 new jobs.

## Land Assembly Services and Initiatives

212

LRA properties sold

SLDC's Real Estate Department provides real estate services for SLDC and its member agencies, as well as for the Community Development Administration's housing programs. The Land Reutilization Authority (LRA) owns, manages and sells properties received through tax delinquency, foreclosure or donation. LRA also demolishes those properties that are too deteriorated for rehabilitation and pose a public safety hazard, or to make way for new developments. During FY13, LRA received 852 properties and sold 212 properties. These actions resulted in an inventory of 10,460 parcels, including 2,430 buildings, at the close of the fiscal year.

## FINANCIAL INCENTIVES FOR BUSINESSES Enhanced Enterprise Zone

The Enhanced Enterprise Zone program allows the City to provide real estate tax abatement and the state to provide tax credit incentives to businesses that create jobs and invest in the designated Zone in the City. Businesses can be awarded tax credits for up to 10 years. During FY13, one existing business expansion was approved for tax abatement. Urban Chestnut Brewing Company is opening a second location in The Grove at 4465 Manchester, which will result in 15 new jobs.

## Lending Assistance

\$2 million

115 new jobs

SLDC, through its Local Development Company (LDC) affiliate, is actively involved in assisting businesses with their financing needs. LDC subordinated loans generally provide lower interest rates, extended terms, lower borrower equity requirements and creative financing structures. In FY13, LDC provided financing for 12 businesses. These projects utilized \$2 million in government lending resources to leverage \$17.5 million in private financing, creating 115 new jobs. Loan recipients agree to work with the St. Louis Agency on Training and Employment (SLATE) to fill new positions.

## BUSINESS ASSISTANCE Business Assistance Center

888

Clients served

Business Assistance Center (BAC) staff assisted 888 business clients during FY13. Located in City Hall, the BAC works with the City's Building Division and other City departments to expedite licenses, permits and other City approvals for business clients, providing a "one stop shop" for these services. The "one stop shop" approach has resulted in more than 74% of building permits being issued the same day as application.

## Minority Business Development

220

M/WBEs assisted

SLDC strives to increase the number of minority- and women-owned business enterprises (M/WBEs) in the City and to help existing businesses achieve success. Throughout the year, staff briefed and mentored M/WBEs about potential business opportunities with City projects, buying and operating national franchises and business basics. SLDC partnered with other City departments, the Minority Contractors Initiative, the St. Louis Council of Construction Consumers Diversity Committee, the Hispanic chambers of commerce, the St. Louis Minority Business Council and other organizations to bring information to more than 220 M/WBE clients. Additionally, SLDC partnered with the St. Louis chapter of the National Black MBA Association to brief members on development opportunities in the City.

## Communications and Marketing

52

Companies honored

SLDC Communications and Marketing coordinates the special events that recognize businesses that invest and grow in the City, and networking events to grow small and minority business:

- The Mayor's Business Celebration Luncheon
- Mayor's Spirit of St. Louis awards
- SLDC Minority Spotlight Receptions.

During FY13, 52 companies were recognized for their roles in the City's development.



Mayor Francis G. Slay (left) congratulates Tommy L. Davis, Jr. (right), president and chief executive of TD4 Electrical, during the Minority Spotlight reception. Founded in 2006, TD4 offers a wide variety of electrical construction, maintenance and other services to commercial, institutional and industrial clients, construction managers and general contractors. Recently, TD4 supplied and installed lighting for the Saint Louis Art Museum expansion and renovation.



Chocolate Chocolate Chocolate Co. received the Mayor's Spirit of St. Louis Award. Dan Abel Jr., vice president, led Mayor Francis G. Slay on a tour of the production area after the award presentation. The 32-year-old candy company moved most of its production to a central facility at 5025 Pattison Avenue in The Hill neighborhood.

# St. Louis City Development Boards, Commissions and Authorities

\* Not a current member, but served during FY13

## 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 Terry Kennedy**

Chair, Ways and Means Committee

**Alderman Fred Wessels, Jr.**

Chair, Housing, Urban Development and Zoning Committee

**Chris Goodson**

Land Clearance for Redevelopment Authority

**Mark Levison**

Land Reutilization Authority

**Matthew S. McBride**

Port Authority

**Gregory E. Shapiro**

Industrial Development Authority

**C. Clinton Ward**

Local Development Company

**Larry Williams**

Planned Industrial Expansion Authority

\***Rodney Crim**

\***Lyda Krewson**

## Enhanced Enterprise Zone Board

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

**Larry Williams**, Chair

**Chris Goodson**, Vice Chair

**Matthew S. McBride**, Treasurer

**Marvin Anderson**

**Wendy Timm**

**Brenda Schaefer** (Represents other taxing districts)

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

\***Karl Tyminski**

## Industrial Development Authority (IDA)

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

**Gregory E. Shapiro**, President

**Daniel Drago**, Vice President

**Gilberto Pinela**, Secretary

**Troy Doles**

**Timothy Person, Jr.**

**Gary E. Reed**

**Vincent M. Young**

## Land Clearance for Redevelopment Authority (LCRA)

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

**Chris Goodson**, Chair

**Matthew S. McBride**, Vice Chair

**Larry Williams**, Treasurer

**Marvin Anderson**

**Wendy Timm**

## Land Reutilization Authority (LRA)

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

**Mark Wells**, Chair

**Mark Levison**, Vice Chair

**Roger CayCe**, Secretary

## St. Louis Local Development Company (LDC)

- Small business lending
- Neighborhood Commercial District Program

**C. Clinton Ward**, President

**Loura M. Gilbert**, Vice President

**Thomas J. Pickel**, Secretary

**James C. Seitz**, Treasurer

**Michael K. Holmes**

**David McCreery**

**Lenita Moore**

**Cecil G. Wood**

**James Webb**

## Operation Impact

- Supports the City in the elimination of slums and 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 Authority

**Chris Goodson**, LCRA

**Mark Wells**, LRA

**Larry Williams**, PIEA

\***Rodney Crim**

## 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 St. Louis Board of Aldermen

**Larry Williams**, Chair

**Chris Goodson**, Vice Chair

**Matthew S. McBride**, Treasurer

**Marvin Anderson**

**Wendy Timm**

## 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

**Susan Stauder**, Chair

**Alderman Shane Cohn**, Transportation and Commerce Committee

**Alderwoman Lyda Krewson**, Housing,

Urban Development and Zoning Committee

**Rich Bradley**, President, Board of Public Service

**Patrick Brown**, Mayor's Office

**Dan Jay**

**Ivy Neyland Pinkston**, Comptroller's Office

**Michael Powers**, President of the Board of Aldermen's Office

**Ted Spaid**

**Dave Visintainer**

\***Tom Shepard**

\***Fred Wessels Jr.**

\***Terry Kennedy**

**PLANNING COMMISSION ADVISORS**

**(CITY DEPARTMENT HEADS)**

**Gary Bess**, Parks, Recreation & Forestry

**Charlene Deeken**, Public Safety

**Curtis Skouby**, Public Utilities

**Todd Waelterman**, Streets

\***Charles Bryson**

\***Eddie Roth**

## Port Authority

- Mooring leases
- St. Louis Port District administration
- Riverboat gaming

**Matthew S. McBride**, Chair

**Todd Waelterman**, Vice Chair

**Judith K. Doss**

**Alderman Stephen Conway**

**Taunia Allen Mason**

**Joan K. Miller**, Treasurer

\***Arthur L. McWilliams**

\***Terry Kennedy**

## 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 Craig Schmid**, Public Safety Committee

**Melanie Fathman**

**Nate K. Johnson**

**Michael R. Killeen**

**David Richardson**

**Anthony L. Robinson**

**Dave Visintainer**

**Erin Wright**

\***Antonio French**

\***Phyllis Young**

## Tax Increment Financing Commission (TIF)

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

**David Newburger**, Chair

**Phillip Klevorn**, Vice Chair

**Christina Bennett**

**Shelia Hudson**

**Sundy Elizabeth Whiteside**

**Eric Young**

**Kenneth Hutchinson** (Represents St. Louis Board of Education)

**Roger CayCe** (Represents St. Louis Board of Education)

Plus one representative of the other taxing districts in the City

\***David Jackson**

\***Enos Moss**

## Missouri Downtown Economic Stimulus Authority (MoDESA)

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

**Susan Stauder**, Chair

**Laurna Godwin**, Vice Chair

**Marvin Anderson**, Treasurer

**Kathleen Brady**

**Donna Jones**

**Tom Jones**

**Kitty Ratcliffe**

**Angela Banks** (Represents St. Louis Board of Education)

**Patrick Dougherty** (Represents other taxing districts)

\***Maggie Campbell**

## Clean Energy Board (CEDB)

- Finance residential/commercial energy efficient/renewable energy projects
- Property Assessed Clean Energy ("PACE") Programs

**James Young**, President

**Shelby Watson**, Vice President

**Patrick Justis**, Treasurer

**Christopher Proctor**, Assistant Treasurer

**Patrick Bannister**, Secretary